

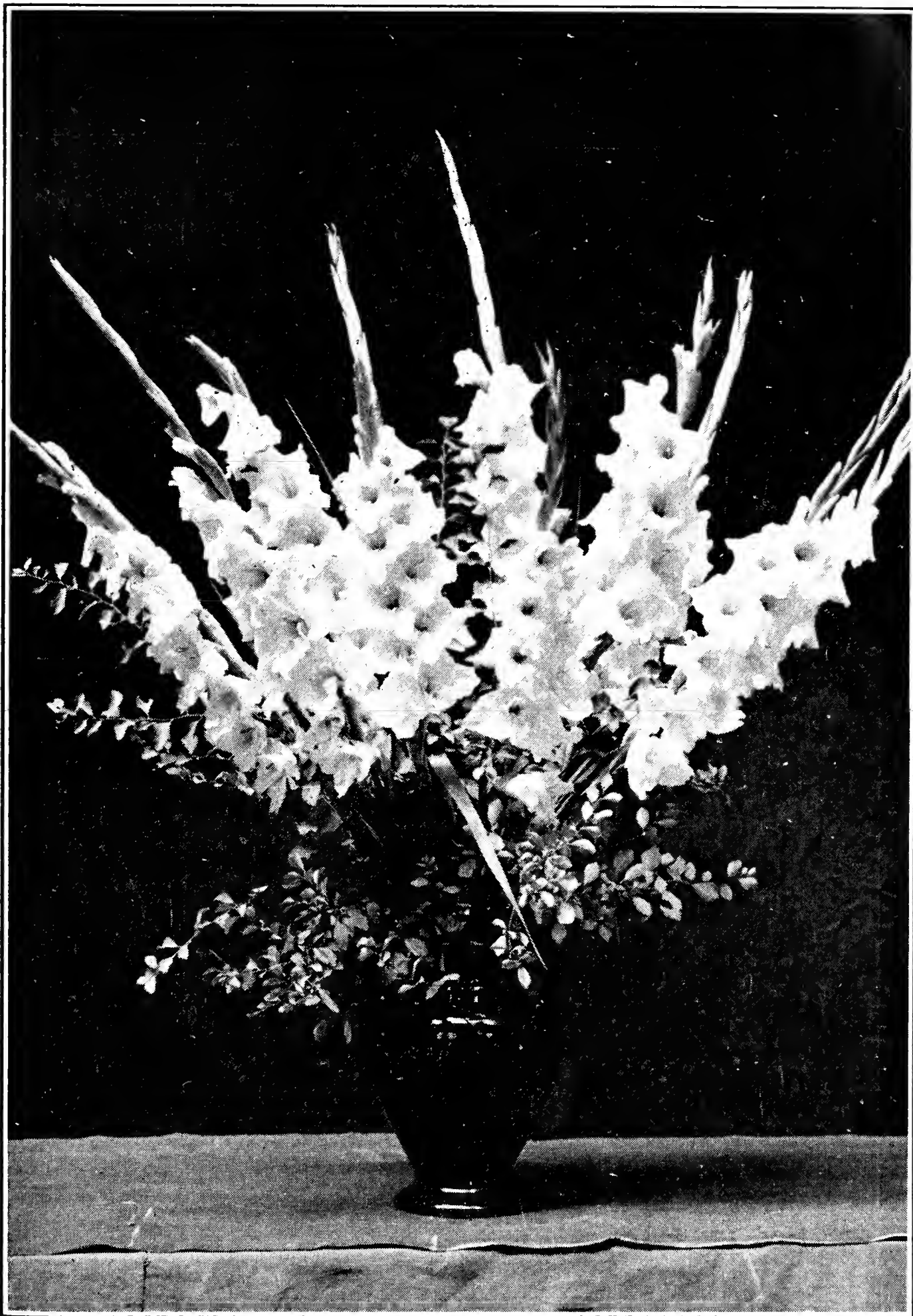
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Hornberger's Gladioli

Nineteen Thirty-seven

U. S. Department of Agriculture.



"MARY ELIZABETH"

F. C. HORNBERGER

CLARK STREET

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HAMBURG, N. Y.

Hornberger's Gladiolus Annual

1937 COMMENTS---By F. C. H.

WE present this, our 1937 Catalog, to all our many customers and friends with the sincere conviction that we have again improved the quality of our service to you. This season we are presenting our rating system for the use of all who wish to voluntarily co-operate with us. I am sure that this type of co-operation is just what is required at this time, and will reward all sincere and earnest effort.

We are making some decided and distinct changes. All of these are required if we are to carry forth our new policy of constructive effort. We call your attention to our change in credit selling. As most of our business has been on a cash basis, we find that the small amount of credit business we have adds greatly to our costs and hampers our service, so we intend to eliminate this line of business. For the present season we are making a charge of 6% interest on all strictly charge accounts, until we can make such adjustments that will permit us to eliminate all charge accounts. We find it will be more profitable for us to grow less bulbs, and sell all on a uniform cash basis, than to try to conduct a mixed selling system. If you find that you must purchase on **extended time payments**, we are sure that we have many competitive growers who will be willing to take care of this kind of business. Perhaps they are better equipped for this system of selling.

Special Notice: To Our Co-operators

KING ARTHUR has been rated by us as propagator "D." The best commercial propagators are rated "AA," "A" and "B", as extra good, good, and fair. These three classes are considered most desirable for propagating under general non-irrigation methods of culture, while propagators "C", "D" and "E" are considered too slow for general propagation as commercial cut flower varieties, although where they can be propagated with some degree of success, they are valuable for the retail bulb trade. Propagators "C" are at about the dividing line. Some of these varieties are worth while, in particular where they have exceptional qualities other than propagators, and in particular where **you have soil conditions** very well adapted to bulblet propagation. "D" and "E" are slow and very slow. King Arthur produces very large individual florets, but has a very short spike, though it can be grown under very favorable conditions to produce outstanding exhibition bloom, and combined with an attractive color, individual specimens are often very attractive. We suggest that cut flower growers always purchase this variety in small trial lots before making any large purchase, in fact this applies to practically all varieties, unless you have seen them growing in large quantity in some field where the soil conditions were just average, let us say soil conditions that will approximate 200 bushels of potatoes to the acre.

Another large class is the so-called "Uncertain" group. Among this group are many fast propagators and good growers, but the flower performance is too uncertain to make them really profitable. We can include here varieties such as Carolus Clusius, B. L. Smith, Mary Frey, etc.

All Co-operators are urged to pay particular attention to making average measurements of all spikes each season and in particular to make such measurements of spikes from all sizes of bulbs planted. Be exact in these measurements, also be sure to indicate on card the particular type of soil, as well as all other facts that will assist us to make a true analysis of each variety tested. We can not **over emphasize** the importance of answering every single question on the rating card. Never regard any question as too trivial. These cards are so arranged from an extensive experience that where they are filled out completely and accurately, we will have data of such importance as few may realize. Many questions merely require a check mark. You will find that with the use of our "Rating Cards" this record work will not be at all difficult. We are always willing to supply any additional information.

CO-OPERATORS' GLADIOLUS TEST GARDENS

Rate for Commercial Values.

CO-OPERATE—TEST ALL.



WE NEED MORE CO-OPERATORS: We offer you a plan of co-operation as outlined below. All who believe in our efforts to secure **commercial rating as propagators** for all commercial varieties, should be willing to assist in this work. Read the following with care, and then if you feel inclined to join us, send your written request that we enter your name as a Co-operator of this voluntary testing group. There are no dues or extra costs to you, at least not in its present stage, and your membership, as a Co-operator, can be revoked at any time upon your written request. The only cost to you, at this stage, is the cost of your own stock which you would likely purchase if you did not become a Co-operator. I will be a Co-Operator in the same manner that you are: I simply furnish the plan and the material, such as "rating cards," etc., free, at least, for the next year or two, until we can get well under way. At the present time, I will use my own office and its equipment as a headquarters, and appoint myself secretary. If we have only a **limited response**, that is to say less than 25 people who ask to become Co-Operators, then we will just continue as here outlined. However, should this plan prove so popular that we get 50 to 100 member Co-Operators in the next twelve months, then we will have to plan on a larger scale. We shall then have to call a meeting at some place and organize, along a similar plan to that of the average Gladiolus Society, only that ours will be a **CO-OPERATIVE GLADIOLUS TESTING SOCIETY**. For the present, we will confine ourselves to the more limited idea of some 10 to 25 who are **deeply interested in testing work**. All are welcome, growers and amateurs, because there is space on the rating cards to indicate if you grow Glads as a business or for pleasure.

Many attempts have been made, quite recently, and some on an extensive scale, to rate Glads for **commercial values**, but all of them as far as I am informed plan only to rate for the commercial value of the spike and bloom alone; as far as I know, they **all omit propagation**. This is the real object of commercial rating. As far as spike and bloom are concerned, the leading growers of our country have been doing a fine job along that line, and I am sure the many test gardens now springing up do not have any greater ability to rate for commercial values than do all the leading growers—each grower for his particular section of the country. The variety Frederick Christ (Diener); if it had propagated only moderately, in my opinion it would have been one of the finest commercial Glads ever to be introduced, but this variety increases so slowly under general average methods in the east, that unless we have special propagating conditions it will hardly give us enough new bulbs to replace the original purchase after some few years growing. However, I feel sure, that if we took a dozen large bulbs and grew them in a test garden, it might easily win an "Award of Merit" for the **commercial value of the spike and bloom alone**, and prove far superior to hundreds of commercials that are much better propagators. Varieties must propagate at least fair, if they are to be of any commercial value.

In most sections of the east, where so much of our vast population is located, Glads must be grown largely without irrigation, as water is not always available in large enough quantity to depend upon to irrigate any large acreage, and it requires nearly 30,000 gallons of water to put one inch of water over one acre of land—less than one inch at a time is not considered worth the effort or cost.

We have experimented for years with such high rated, slow propagators; my own experience, covering nearly all phases of Gladiolus experience, has taught me that by the use of **SPECIAL PROPAGATION**, which includes the right location, warm soils, water, cloth houses, nearness to the modifying influence of large bodies of water, etc., and the **special pre-germination of bulblets**, I can increase these very slow propagators many, many times faster than is possible under average conditions, and all varieties must be examined as to how they will perform under average conditions. These special methods will be more costly, but if I receive from 10c up to \$1.00 for each of my bulblets, to say nothing of what I get for my planting sizes, then this kind of business will pay me many times more than growing cheaper varieties in larger quantity. I will have the assistance of prominent groups to help me advertise them; I can point to these "Awards of Merit" granted by some well recognized Test Garden as **absolute proof of commercial value**. For

a few years I can reap a rich harvest of profits and by the time the **grapevine method of transmitting information** has become fully operative, then there will be more new varieties that have received **Awards** for value of the bloom alone. Solveig was judged and rated at Cleveland by some of the ablest commercial judges in our country; they knew Glads from A to Z, and they knew their commercials, but they did not know how Solveig would propagate, and this is what we must know before we advertise a new variety as a **VARIETY OF COMMERCIAL MERIT**. We must do this to secure the respect our business should merit at all times, because I consider our friends who love flowers as persons having the very highest ideals, and after all what is the true American ideal? Is it not Fair Play? And I may ask, is it fair play to sell a man, who must propagate under average conditions, a variety that has been rated as a good commercial, but which will **propagate so slowly**, that it is of **no practical value** in his business, and he invested his money for high priced bulbs believing he was going to get a start with something of high value and use in his business.

There is a good outlet for all fine varieties that propagate too slowly to be of commercial value regardless of the commercial value of their flowers, and that is to the "Fan" and the individuals who want a few of many kinds and who do not care if they propagate slow or fast, but if an honest censorship of all advertising confined them where they belonged they may not prove quite so profitable.

The foregoing is our general explanation of our plan. We will give more details in future issues of our catalog, and we will issue mimeographed instruction and information sheets as often as may be required, all depending on the amount of response this season to this plan.

Here is a general outline of my plan. We must never approve of the use of large bulbs of uncertain age as a basis on which to establish any test. Unless we begin with the right kind of stock, we can not hope for results of much worth. We can not secure dependable data on such foundations. The average dozen No. 1 bulbs that we may receive from any state or section of the country will be **first of uncertain age**, and next they will not be acclimatized to your test garden conditions. I will hazard a guess and say that unless the grower of the large bulbs you may purchase from any section has kept special records of his sizes and varieties, then it is safe to assume that the average 12 large bulbs will consist in many instances of bulbs from one to two and up to four to five years old when received. If you grow these bulbs one year to acclimatize them, and I think that only fair to give the variety an even chance to show what it can do, and then if you intended to give these bulbs a three year's test, many would seem to be very old bulbs before the test was finished. My idea of the right way to start a test that can be regarded as having some scientific value, is to use 20 to 50 or even 100 bulbs of a size.

HOW TO PROCEED: First send your written request to be listed as a "Co-Operator"; we will then enter your name on our records. Tell us how many tests you will conduct in 1937, and we will send you two rating cards for each test you make; because you fill out **TWO CARDS** for every single test made; one card you keep, and at the end of the season you mail its duplicate card, **which we file here** in the office. These cards are 4x6 inch Card Index filing cards, printed on both sides, and all that is required is to make notations on these cards at the proper time all through the various stages of your tests each season.

There will be two classes of testing; first, and perhaps the most used, will be **INDEPENDENT TESTS**. In these tests you proceed on your own initiative, and test and rate anything you wish; any new named varieties or any seedlings of your own or others. However, do not rate any ordinary seedlings: it is not worth while; only rate such seedlings as seem to you to be in a class with a possibility of a future if such variety were to be named. While you make your own selection in this test, nevertheless, you send us a **DUPLICATE CARD** of **EVERY TEST MADE**. All this will be required if we are to have **future data of real value**. We supply each year, two cards for each test made; one for our office and the other for your own files. In so far as possible, you bring the bloom of the best commercial prospects to the attention of your local florist, retail or wholesale. There will be space provided on these cards for the opinion of your florists for all three seasons you test any variety. In other words, you make an effort to secure your florists' opinion of any one test for each of the three seasons the test is in progress. That will give you your florists' idea, not alone in any one season, but in three seasons. It will require a total of six (6) cards to complete a three year test of any **ONE** variety.

GROUP TESTS: These will be where several "Co-Operators" agree to test the same identical variety at a specified time. For example, if you had a new, named variety,

and wanted it tested in several locations, you ask the office to send you a list of names of all other Co-operators, and you make your own terms and conditions with any of these other Co-operators who are willing to help you make a Group Test. If you ask another Co-operator to help you test a moderate priced variety, you should at all times donate the stock free and expect him to do likewise when he wishes a GROUP TEST conducted. However, in the event you are using high priced bulbs and if stock is very limited, then it is always best to make some kind of a proposition directly between the parties involved. In all these Group Tests, you proceed the same as with the Independent Tests; you must at all times supply a DUPLICATE CARD for the main office, and such a duplicate for each season that a TEST is conducted, and until it is complete, using six cards in all complete three year tests.

All your tests will be **Independent** or **Group** tests, but the most of the tests will likely be **Independent tests**. In addition, we will also record all tests that are conducted for three consecutive years as STANDARD TRIALS, and, at the end of the third year, we will compare these many Standard Trials and award them certain recognition at that time. We will not form definite opinions about a variety until a Standard Trial is complete at the end of the third year. However, we can use the information we glean in the first two years to our full advantage as they will show **trends**—but our observations and statements will be suggestive only, and not **definite** until the test is complete. In these Standard Trials, we are to use no less than 10 bulbs and in units of 10 only up to 100 or more bulbs, that is the minimum test will be 10 bulbs, and up to 100 or more, provided you use all units of 10 bulbs. The ideal size is a No. 4 size bulb as this is in most cases grown from a bulblet, and you have a better chance to determine its age. It is as sure to flower as a larger bulb and you can determine bulblet performance better if you start with a No. 4 that was grown from a bulblet and is one year old when you plant it. No. 5 and No. 6 are too small for our purpose, although large No. 5 will be permitted to be used where you can not secure No. 4 size. No. 3 would answer, and we permit their use, but a No. 3 is always of more doubtful age, and it must not be a division from an old bulb. Young No. 3 bulbs consist largely of one and two year old bulbs, and if you are sure your No. 3 is no older than two years from the bulblet, its use is permitted. However, always try to use a No. 4 that is one year old from the bulblet. It is quite easy to determine the age of the average No. 4 or larger No. 5. It is also possible to secure No. 4 sizes that have been grown from small No. 6 bulbs, but I think you can readily detect this fact from the base scar where the roots develop.

In beginning your test with YOUNG BULBS, you will also have a record of the exact age of all your bulbs. The first year will be devoted to acclimatizing these bulbs, as well as growing your bulbs to large size for the next year's test. The second year you start your test with these large, acclimatized, young bulbs. You also make a record of the bulblets produced, and plant in the same plot next to your large bulbs. All should be planted under one label. In all three consecutive years that these Standard Trials are run, you make **complete** and **accurate records**. You rate and record length of stem, total height of stem and plant, length of flower head, width of floret, number open and in good condition at one time, number of total buds to the spike, texture of flowers, type of flower, placement, kind of stem, percentage of good spikes of bloom produced from lot and general color description. Also record bulblet performance. At the close of the second year, you will lift your large flowering size bulbs and the small bulbs produced from the bulblets. You will also have bulblets from the large bulbs as well as some bulblets from the small bulbs. Put these bulblets all together in one lot and keep all sizes and all bulblets together at all times. At the beginning of the third and last year's test, you will have all sizes and bulblets, and a much larger lot to plant, much depending on how it propagates. You plant all these again as you did the second year. The large bulbs that were the original bulbs purchased will now be only three years old so all your stock will be young stock, and for that reason have a fair chance. Varieties like Frederick Christ, we have found, will often give exceptional bloom when bulbs are five to six or even seven years old. However, there are many fine, worth while varieties that will hardly perform as well after the fourth or fifth year as they do from the first to the fourth or fifth year.

GRADE ALL BULBS: We supply a free grading card. At the end of each season, be sure to **grade all bulbs** after harvest, and when **cured**, record the exact total of each and every size, as well as bulblets. The rating cards will have a space provided for this data. If a variety produces very large No. 1 sizes like Aflame and Picardy, make this notation on card and on the other hand if it averages small No. 1's, i. e.: If the bulbs of

any one variety do not average much over **exactly** 1½" each season (example Bill Sowden), also note this tendency on card. We wish to know what varieties produce Jumbo No. 1 and on the other hand which varieties produce even a limited number of 1½" bulbs each year under **identical conditions**.

Let us say that a variety flowered in an abnormal weather condition—say it was very hot, humid and wet in one of the seasons when a particular test was flowering. Hardly any variety would give normal performance under such conditions, even the flower spike would grow very rapidly and likely in an abnormal way. However, you have a gambling chance of forming a fair opinion by making comparisons with the performance when the weather conditions were more normal. With a great many other Co-Operators all testing the same variety in many different states, you will have such conclusive proof at the end of a three year test that there will be but little chance of error in general conclusions. In addition, we will conduct some simple experimental tests we call "tip" tests or one year tests. They are never used to determine ultimate values but merely to supply "tips" to other Co-operators as to what varieties to use in their next season's new tests. We will help you make direct contacts with all other Co-operators through the use of **mimeographed bulletins** which you will receive each year in January, so you will at all times know who are you Co-operators. We will send Bulletins at other times if we find it necessary; the first year will naturally be in a formative stage. In these one year tests, you may use as few as two to five or more bulbs. Use the same sizes as with other tests with this difference that a No. 3 size will be the most desirable for **all one year tests**, but be sure it is not over two years old when you plant it. In these one year "tip" tests, you use **two cards**; one for your own files and one for our office records. You will use the same kind of card for all tests. You simply fill out each card each and every season just as completely as possible. Do not **omit** any item if you can avoid it. Complete, accurate records will have great future value. All records in our office relative to these tests will become the **property** of any **Rating Society** that may be organized by 75% or more of our Co-operators. All records and cards will be a joint property of all the Co-operators as soon as they organize, as a society or other co-operative group. In the January bulletin and any other bulletins issued, we will give a condensed record of general results, and anything that we regard as important to the co-operators.

FREE CARDS: These are supplied only to listed Co-operators. It is fully understood that each co-operator will use these cards strictly for his individual testing, and not permit the use of these cards by any other person except a listed co-operator; as we do not know how heavy the response will be, and as we have a large circulation of our catalog, I think it advisable to limit the tests for 1937 to about **25 tests** or **50 cards** per co-operator. However, if you wish to conduct but **one** test, we will send you cards for same. By another year we will be in a better position to make more definite decisions. We add this provision:—Be sure that no more than 50% of your tests are tests of unnamed seedlings. We need ratings of new, named varieties and we expect that at least 50% of your cards will indicate that you are testing that per cent of named varieties.

IMPORTANT DATA. When observed in any single test, and that can not be clearly indicated on your "rating card" should be written on a plain 4" by 6" index card, the same size as your rating card. Attach this extra memo to your rating card with a paper clip. In this manner we can secure the most accurate memo.

STUDY THE MEMO ON YOUR RATING CARDS BEFORE YOU START A TEST. SAVE THIS CATALOG FOR HANDY REFERENCE. CO-OPERATE—TEST ALL.

PROPAGATION is the **average rate** of increase of **new stock** under specified conditions.

GERMINATION is the average **per cent** of bulblets that will **sprout** and **grow** under specified conditions.

SPECIFIED CONDITIONS mean the use of irrigation, non-irrigation, warm soils, kind of pre-germination, etc.

PRE-GERMINATION is inducing the bulblets to become active and sprout or show indications of sprouting, before planting them. There are many methods in use and the 1936 yearbook, "The Gladiolus" published by the N. E. G. S., has about four pages of most methods in practical use. The book, prepaid for \$1.00.

COMMERCIAL GLADIOLUS CLASSIFICATION



Or a system of field rating or scoring to determine field performance as BULB-LET PROPAGATORS, when used by EASTERN NON-IRRIGATION GROWERS on all types of average soils; light, medium, heavy, as well as warm, early soils and late, cold soils. Last season we made an attempt to rate all Glads with an individual rating as propagators. We had six different classifications; AA for exceptional propagators; A for good, average propagators, and B for moderately good propagators. These three classes were recommended for general commercial growing by eastern non-irrigation growers who wished to purchase varieties that would propagate well or even only moderately well. We also rated the slow and extra slow in three classes as propagators C, D, and E. These three classes are so slow that we recommend that they be propagated mainly as bulb propositions by growers who sell them to "glad fans" who do not care about propagating qualities, who grow but few of a kind for their own pleasure, and who propagate bulblets mainly for the fun and pleasure derived, and to whom it is not very important how fast they propagate.

PROPAGATION: A slow propagator may be a good germinator. Propagation means the average rate of increase of new stock under specific conditions. Germination means inducing the bulblet to sprout and grow. Therefore germination is distinctly different than propagation. A variety may produce an abundance of bulblets (example, Blue Danube and Early Sunrise), but when planted, only a few germinate. The pre-germination of bulblets, inducing them to become active and sprout before planting, is a common practice. Read the New England Gladiolus Society's Year Book for 1936, only \$1.00. This will give you most of the popular pre-germination experiences in detail.

SECTION No. 1. Will contain all varieties that we have tested, long enough to consider fair, good or very good propagators, or worthwhile as propagators under average methods of culture.

SECTION No. 2. Contains varieties that have not been grown long enough to determine if they will rate high enough as propagators, to be placed in the preferred commercial group, which is Section 1. To make sure that you do not regard these the same as the SLOW PROPAGATORS in this list, which are listed as Propagators C, D. and E, we will indicate all such varieties as NOT RATED. This will indicate that they have not yet been classified or rated for any particular class, but are simply under test. To avoid so many groups we list these, for general description, with the very slow propagators which are all listed in this section. We are mainly concerned with COMMERCIAL VALUES AND WITH PROPAGATION, so we will omit all reference to exhibition classification, which all gladiolus societies have available for all interested persons. We may add exhibition ratings by another season.

SECTION No 1—GENERAL DESCRIPTIVE LIST

All listings under Section 1 are considered by us as fair, good, and extra good propagators. This sign (*) before a variety indicates best florist colors. ABBREVIATIONS: Prop., propagator, etc. Tall, Med. Tall, Med. and Short indicate the length of stem. Figures as 70-70 indicate average number of days to flower, while figures like (5-6) indicate average size of bloom in inches diameter. (Com.) special commercial value.

***AFLAME** (Hornberger) Tall, (Com.) 80-85 days, florets 5-6, good prop. This has been called the giant of the prim-grand type, perhaps one of the most popular Glads ever originated. By that I mean one retaining its popularity over so many years. The stem and leaves are very heavy, massive and dark green. The foliage is so resistant to freezing that it will stand temperatures that froze both stem and leaves of many other varieties. Read our experiences on another page in regard to the reaction of different varieties to the action of frost. Aflame has been one of the outstanding exhibition varieties of the country, and still maintains its place. Plants including spikes six feet tall are quite common under good culture, as well as florets six inches or more. The spike is nearly always straight, strong, yet willowy and graceful. Florets are well placed and well spaced. Its coloring always has made a strong appeal to most people, described as a rich, deep, begonia rose, shading to orange flame at edge of petals. The reverse side of the petals are as beautiful as the face of the flower. A national prize winner of medals and awards. Easy to grow.

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- AIDA** (Pfitzer) Med. Tall, 70-75, (3-4). One of the best deep blue shades. Large, well placed flowers with reddish lilac blotch; five open; early. A very choice variety; easy to propagate.
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- ***ALBATROSS** (Pfitzer) Tall, (Com.) 80-85, (5-6). Large, pure white, 6-8 open; very tall; bloom are the so-called Lily type, somewhat funnel shaped, a tendency to face upward. A good variety and easy to propagate. Moderate propagator.
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- ***ALIGHT** (Hornberger) Tall (Com.) 80-85, (5-6). Prime Grand. A sport of Aflame; a wonderful new variety; a shade lighter in color than Aflame, and with its large white throat blotch makes a very distinctive and charming variety. Fair prop. As this is a color sport of Aflame, it has all the habits and qualities of its parent, except the difference in coloring.
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- ***ALLENWOOD** (Hornberger) Tall (Com.) 85-90, (5-6). Long spike, deep pink, 6-8 open. A little deeper in color than "Phipps." Fair prop.
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- ***AMADOR** (Kingsley) Med. (Com.) 80-85, (4-5). Bright, clear red of brilliant shade. Good grower and propagator.
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- AVE MARIA** (Pfitzer) Med. (Com.) 75-80 (4-5). Good light blue; purplish blotch. 7-8 open. Very good propagator. Extra good.
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- BAGDAD** (Palmer) Tall (Com.) 100-105 (5-6). Smoky rose; a wonderful grower and massive plant with tall, straight stems that carry massive large flowers. 5-6 open; very large florets, often six inches. Fast propagator.
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- ***BERTY SNOW** (Mair) Tall (Com. Ex.) 75-80 (4-5). A very nice lavender, 7-8 open, large flowers on a good spike; good propagator. Very good but not equal to Minuet as florists' flower.
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- ***BETTY NUTHALL** (Salbach) Tall (Com.) 115-120, (4-5). Coral pink, pale yellow throat, markings shading to orange, general color effect salmon orange. Very tall, straight spikes, a massive, heavy plant, rapid propagator.
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- ***BILL SOWDEN** (Fallu) Med. 80-85 (5-6). We were one of the very first to grow this variety as Fallu sent us some of his stock before he introduced the variety. Very large, massive, deep, blood-red, blooms with 5-6 open. A sensational new variety; bulblets somewhat hard to germinate. Moderate prop.
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- ***BLEEDING HEART** (Brown) Tall (Com.) 80-85 (4-5). White suffused pale pink, with large red distinctive blotch. 8-10 open. Strong grower. Outstanding; a new glorified Pendleton; extra choice. Moderate prop.
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- ***BON ECHO** (Bonisteel) Tall (Com.) 80-85 (4-5). Lovely light pink, superior to Mrs. Sisson. A very fine variety, should be more widely known; extra good here. Good propagator.
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- BROWN WINGS** (Hornberger) Med. 80-95 (3-4). Prim Grand. A color novelty; general color effect brown and tan; a favorite with people who like odd shades.
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- ***CANBERRA** (Errey) Tall (Com.) 90-95 (4-5). Strong growing plant, a good yellow. Buds have greenish cast but color is good when blooms are open. Good prop.
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- ***CARA MIA** (Miller) Tall (Com.) 65-60 (2½-3). Prim Grand. Shrimp pink. An extra early variety; good for early bloom. Fast prop.
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- ***CATHERINE COLEMAN** (Coleman) Tall (Com.) 90-95 (4-5). A clear salmon rose; 7-8 large flowers open; good placement; tall, strong plant. The large, heavy blooms sometimes bend the spikes. Moderate prop.
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- ***CHARLES DICKENS** (Pfitzer) Tall (Com.) 80-85 (3-4). Early; very tall purple violet; strong growers; vigorous plant; good propagator.

COMMANDER KOEHL (Pfizer) Tall (Com.) 70-75 (5-6). A large, clear, dark blood-red; tall spike, strong plant; good propagator; flowers very large; a real outstanding new red.

***CORYPHEE** (Pfizer) Med. 75-80 (4-5). Large flowered shell pink. I think one of the most beautiful shades of pink found in Glads. Some years, when moisture, weather and soil are just right, we have produced most wonderful, straight spikes that would rank any place as super Glads, but at other times, stems crook in most parts of the east. Moderate prop.

DAMASCUS (Stevens) Med. 80-85 (3-4). Deep rose purple, overcast blue; red blotch. A very popular smoky. Good prop.

***DR. F. E. BENNETT** (Diener) Med. Tall (Com.) 90-95 (4-5). Fiery orange scarlet, white lines in throat; 7-8 large florets open; a very popular red. Good prop.

***DR. MOODY** (Kinyon) Med. (Com.) 80-85 (3-4). Light lavender; good spike; many open; strong grower; fast propagator.

***EMBERS** (Hornberger) Tall (Com.) 80-85 (4-5). Prim Grand. Another sport of Aflame. not alone a color sport, but with this variety some structural changes as well. It grows as tall and opens as many as Aflame and Alight, but the individual florets are not quite as large, the color is outstanding, a blend of begonia rose with a creamy pink, giving a general hair stripe effect. Moderate propagator.

***GIANT NYMPH** (Coleman) Med. Tall (Com.) 80-85 (3-4). Large, light salmon-rose pink; one of our best commercial pinks; very strong grower. We have seen this variety produce fine bloom when others were a failure. Good propagator.

***GLADDIE BOY** (Bill) Med. (Com.) 70-75 (3-4). Early salmon pink; very fine. Prim Grand. Good propagator.

***GOLDEN DREAM** (Groff) Tall (Com.) 90-100 (3-4). Long stems; fine placement; 7-10 open; a very clear, deep yellow. Do not cut buds tight. To be at its best, cut when one or two blooms have opened. Good propagator.

***HEAVENLY BLUE** (Pfizer) Med. (Com.) 80-85 (3-4). Pale, sky blue, a few darker lines in throat; 8-10 open; good propagator; with us a good grower and propagator. Bulbs need care in storage, and good soil drainage.

***JESSIE** (Mair) Med. (Com.) 80-85 (3-4). Deep rose pink; very good; good grower. Moderate propagator.

***JOERG'S WHITE** (Joerg) Short (Com.) 85-90 (4-5). Good grower and germinator, but only moderate propagator; very large well placed flowers; short spikes.

JOHN T. PIRIE (Kunderd) Tall 85-90 (3-4). Tall spike; mahogany brown with darker throat, bordered yellow. Good propagator.

***LA PALOMA** (Dusinberre) Med. (Com.) 75-80 (3-4). Prim Grand. Large, bright orange, quite a large percentage of crooked spikes here, but color and substance is very good; 4-6 open. Moderately good propagator.

***LIGHTS OF GOLD** (H-1177) (Hornberger) Med. (Com.) 70-75 (3-4). Intensely ruffled bright salmon pink with an extra large throat blotch of golden yellow. The blend and the contrast are very exceptional. Many customers say it is the most beautiful Glad they have ever seen. Good, hardy plant. Fast propagator. Wonderful for florists' design work.

***LOYALTY** (Austin) Med. Tall (Com.) 90-95 (3-4). Good, clear yellow, not as deep a color as Golden Dream but flowers are larger. Fast propagator.

***MAID OF ORLEANS** (Pfizer) Tall (Com.) 80-85 (4-5). Large, lovely milky white with creamy throat. Tall, straight spike. Flowers usually perfectly placed. A glorious and satisfactory cream white. Good propagator.

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- *MAMMOTH WHITE** (Pfitzer) Med. Tall (Com.) 90-95 (5-6). Very large, pure white; 5-6 open, often 6 inches across. Wonderful for exhibition; fair propagator.
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- *MARGARET FULTON** (Ogrodnichuk) Med. (Com.) 85-90 (3-4). Rich, deep salmon of an unusually solid color. Faint apricot in throat, no other markings. Fairly good propagator.
-
- MARMORA** (Errey) Med. Tall 80-85 (4-5). Strong grower; 8-10 open; large flowers; color slate grey with pale purple blotch; an outstanding exhibition variety; in heavy demand. Good propagator.
-
- *MILDRED LOUISE** (Wentworth) Med. Tall (Com.) 85-90 (4-5). Soft orange pink. Individual florets well open and perfectly placed. Straight spike. Fast propagator.
-
- MILKMAID** (Gilrey) Med. (Com.) 80-85 (3-4). White. Tall, large flowers; many open; sometimes flecked with pink. Moderate propagator.
-
- *MINUET** (Coleman) Med. Tall (Com.) 80-85 (4-5). One of the best Glads ever listed. Vigorous strong plant; heavy, long spike; a clear pinkish lavender; very large flowers, heavy substance; good replacement; 6-8 open; a keeper and shipper. I think it the best commercial we list. Minuet is a good grower and produces loads of bulblets but unless you use proper precautions they may not germinate well. We get as good germination as from any other. Good propagator. Read special "Minuet Letter" elsewhere.
-
- *MISS NEW ZEALAND** (Julyn) Very tall (Com.) 85-90 (5-6). Reported as 7" to 8" in New Zealand. Do not think it will average much larger than Aflame in the east, unless it has special soil and seed bed conditions. If you give very special soil conditions, I think you can often get 6½" to 7" blooms. Salmon apricot, suffused rose, with peach colored blotch. Looks like a fair to good propagator after two season's experience.
-
- MOROCCO** (Pfitzer) Med. 80-85 (3-4). One of the extra dark reds, about as dark as Persia but larger, taller and better; 6-8 open. Good propagator.
-
- MOTHER MACHREE** (Stevens) Med. Tall 95-100 (4-5). A soft, smoky lavender combined with orange and gray; a very tall, strong plant; a long spike and good placement; 6-8 open, large flowers; good grower; good propagator.
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- *MR. W. H. PHIPPS** (Diener) Tall (Com.) 105-110 (4-5). LaFrance Pink (The Wonder Glad). One of the best exhibition varieties. Good propagator.
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- *MRS. CATHERINE EDWARDS** (Hornberger) Tall (Com.) 70-75 (4-5). Tall, strong plant; an early white; color a creamy white but not as deep as Mrs. A. Pfitzer. 8 or more open; flowers very large; flowers have been reported nearly 7" across.
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- *MRS. F. C. HORNBERGER** (Hornberger) Med. Tall (Com.) 100-105 (3-4). After growing this variety many years and producing millions of bulbs under all kinds of soil and climatic conditions, we maintain this to be an A-1 commercial white. A strong growing pure white; slightly frilled bloom; rapid propagator; large flowers; 6-8 open, sometimes more; very good keeper—a well known Buffalo florist says the best keeper they ever used. Its record of show winnings is too long to print here. It has won many medals and championship vases including the **Vaughan's Bronze Medal**. (A recent letter of approval) **CAMPBELL-FLINN NURSERY CO., TEXAS**—April 20, 1935—They state: "We are growing Glads for cut flowers for the florists' trade. We have several thousand of the Mrs. F. C. Hornberger which we are beginning to cut now. I presume this is your own origination. I think it the finest white I have ever seen."—G. S. Flinn.
-
- *MRS. LEON DOUGLASS** (Diener) Tall (Com.) 95-100 (4-5). A salmon rose striped flame; very tall and very large flowers. 6 or more open; good grower and propagator.
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- *MRS. RAY P. CHASE** (Dr. Miller) Med. Tall (Com.) 75-80 (5-6). Large, creamy white, light yellow throat; extra large flowers on good stem; fast propagator; good grower.

Buds are flecked with purple, but as flower opens, most of the color flecking remains on outside of floret.

MRS. VAN KONYNENBURG (Pfitzer) Med. 75-80 (3-4). A medium light blue; fair height; 5-6 open; blooms do not open very wide and open upward. Moderate propagator.

OUR SELECTION (Ball) Med. 85-90 (4-5). Medium height, very sturdy strong plant, color salmon red, flaked deeper, cerise and creamy blotch on lower petals. 8 to 10 and sometimes 12 large blooms open. Fast propagator.

PELEGRINA (Pfitzer) Med. 75-80 (3-4). Early, large, deep dark blue; 6-8 open; a high class variety. Exceptional color. Fair propagator.

***PFITZER'S TRIUMPH** (Pfitzer) Med. (Com.) 85-90 (5-6). Bright orange salmon red with dark red blotch; immense wide open flowers. Good propagator.

***PICARDY** (Palmer) Tall (Com.) 85-90 (5-6). Regarded as Palmer's masterpiece. We think this one of the finest Glads in the world and by far the best variety Palmer has so far named. A clear, shrimp pink of immense size; 7-10 open; often 6 inches across; a fast propagator.

***PRIDE OF WANAKAH** (Chriswell) Tall (Com.) 90-95 (3-4). A lovely shade of rich rose; good propagator and grower.

RED LORY (Errey) Tall 95-100 (4-5). A very strong grower with tall spike; 10-12 or more open; a carmine rose with purplish red blotches. Good propagator.

***RED PHIPPS** (Briggs-Long) Med. (Com.) 80-85 (4-5). A good light red; good placement and good grower. Fair propagator.

***RUFFLED GOLD** (Goodrich) Tall (Com.) 85-90 (3-4). Very good ruffled yellow. When given good growing conditions, good grower. Good propagator.

***SALBACH'S PINK** (Salbach) Med. (Com.) 85-90 (3-4). Large geranium pink; good spike; 6 or more large flowers open; strong grower. Only moderate propagator.

***SCHUBERT** (Pfitzer) Med. 85-90 (3-4). Very good cream color with yellow blotch. Strong grower. Good propagator.

***SCHWABEN GIRL** (Pfitzer) Med. (Com.) 75-80 (3-4). Early, large, pure pink; 7-8 open; very fine when well grown. Moderate propagator.

***STAR OF BETHLEHEM** (Pfitzer) Tall (Com.) 85-90 (5-6). A very charming new white from Pfitzer. Looks like at least a moderate propagator.

***TOBERSUN** (Austin) Med. (Com.) 105-110 (3-4). Large, clear yellow; 6-8 open; strong grower; fair propagator.

***TREVONIAN** (Hornberger) Med. Tall (Com.) 80-85 (5-6). A very large, outstanding new rose red and a very fine exhibition and commercial. We have had fine reports on this variety. Strong grower. Good propagator.

VEILCHENBLAU (Pfitzer) Med. (Com.) 90-95 (3-4). Large, dark blue; a very popular dark blue; good grower; fair propagator.

***WASAGA** (Palmer) Med. (Com.) 90-95 (3-4). Prim Grand. Strong growing buff; flowers somewhat ruffled; 4-5 open. Only moderate propagator.

***YVONNE** (Krelage) Tall (Com.) 75-80 (3-5). Blush white, cerise spot in throat; 6-8 very large open flowers on a strong, tall plant; strong grower; fast propagator.

ZANE GREY (Hornberger) Med. Tall 80-85 (4-5). This is a pale light grey sport of Marmora; very interesting to grow along with Marmora; color is distinctly different.

***ZILLAH** (Parkman) Med. (Com.) 70-75 (4-5). Large, massive plant; extra dark green foliage; straight, tall spike; big flower head; 6-7 flowers open; color is a soft, warm yellow; florets are well ruffled. Fair propagator.

SECTION No 2—SPECIAL SECTION

Under this head we describe and list all new varieties that we have not yet classified as propagators. We indicate such items as "Not Rated." Perhaps many or most of these will be placed in Section No. 1 after another year or two of testing. This section also contains all SLOW PROPAGATORS which were listed last year as propagators C, D and E. We will so indicate them this season so you will know which are the best as propagators from this SLOW PROPAGATING LIST.

ALAYNE (Kinyon-Gove) First year test. This is the first season we have propagated this variety. You will have to be guided by the reports of others. The color is a beautiful, light rose. A more complete report will be made next fall. Looks like fair propagator.

BEAUTIFUL OHIO (Hullebarger). First year test; looks good but data incomplete. Tyrian pink.

BEOWOLF (Nitchman) First year test; data incomplete. Color lavender rose.

BETTY BOB UP First year test of large and medium sizes. A sport of Betty Nuthall. The first 12 spikes were taken to our wholesaler and made some impression; as it is a color sport it will be late and propagate like Nuthall.

BLUE ADMIRAL (Christ) First year test; data not complete.

BLUE DANUBE (Pfitzer) (Prop. C) Tall 80-85 (3-4). Beautiful, light blue; long, straight spike; 6-8 open; good placement; large flowers; clear color; bulblets slow to germinate.

CHAMPLAIN (Palmer) (Prop. D) Med. 75-80 (3-4). A new light blue. Good color. Extra slow propagator.

CORONADO (Briggs) (Prop. D) Short 80-85 (4-5). Heavily ruffled white with purple lace-like throat. Slow propagator.

D. A. HAY (Whitely) First year test. An Australian variety that has received favorable comment. Our data incomplete. Color pink, creamy white throat; many open.

DEBONAIR (Palmer) First year test. 85-90 and (4-5). Tall pink; a resemblance to Picardy in color; not as large florets as Picardy and a tendency to flake. Good propagator.

DREAM OF BEAUTY (Zimmer) Med. spike 80-85 (5-6). First year test. Very pleasing color; a rose red suggesting American Beauty color. Looks like good propagator.

DUNA (Palmer) First year test. Med. spike. 85-90 (5-6). Lovely color of soft, light, buff pink. Substance fair. Looks like good propagator.

EARLY DAWN (Briggs) Tall 70-75 (4-5). Looks like fair propagator. Good color of geranium pink.

FLAMING SWORD. An old, well known early red; tall spike and extra fast propagator. Flowers but medium size, but many open. Good for extra early.

FRANK McCOY (Briggs) Tall (Ex.) 80-85 (4-5). Tall large pink; many open. (Prop. C.)

GOLD EAGLE (Austin) Early, tall yellow; medium size bloom. Good for extra early. Extra fast propagator.

GATE OF HEAVEN (Pfitzer) Med. 80-85 (3-4). Very deep yellow; looks desirable. Propagation tests not complete to date.

GOLDEN GODDESS (Salbach). Sold under the protection of United States Plant Patent No. 77. NOTE: We are listing this at Mr. Salbach's request. We have never grown this variety and you will have to be guided by the reports of other growers for this season at least.

GERTRUDE PFITZER (Pfitzer) (Prop. D) Med. 70-75 (3-4). Light blue with violet center; large flowers; a nice variety; good blue.

HINEMOA (Doney) (Prop. F) Med. Tall 80-85 (3-4). Very unusual color combination of rose-red-yellow. One of the slowest propagators.

IMPRESSARIO (Kunderd) (Prop. E) Med. 70-75 (3-4). Pure yellow, and lacinated. Extra slow propagator.

JOYFUL (Crow) Med. Tall 80-85 (4-5). Quite similar in color to Gloriana; a fast propagator. Color described as golden orange; florets large. Tests incomplete.

JONKHEER VAN TETS (Pfitzer) (Prop. D) Tall 90-95 (4-5). Large, pure white; 7-8 open; strong grower; slow propagator.

JUBILEE (Kemp) (Prop. D) Med. 80-85 (5-6). Good color. Large, rose lavender; very light texture.

KING ARTHUR (Arenius) (Prop. D) Short 80-85 (5-6). A very large ruffled lavender; in a good growing environment, produces wonderful blooms. Slow propagator.

LAIDLEY (Errey) (Prop. C) Med. 85-90 (3-4). Flaked and striped pink, crimson blotch in throat; 6-8 open; a very fine thing in this color.

LUCIFER (Errey). First year test. Tall; orange, amaranth crimson blotch. Looks like fair propagator.

MILFORD (Rides). First year test; data incomplete. In so called "blue" class.

MME. MOUNET SULLEY (Lemoine) (Prop. C) Med. 80-85 (3-4). A tall, creamy white with large blotch in throat; much prized by connoisseurs. A lovely and charming contrast of color; somewhat slow propagator but good grower.

MRS. ANNA PFITZER (Pfitzer) (Prop. D) Tall 85-90 (3-4). Good color; tall, creamy white; buds greenish in color; long spike; 8-10 open; good grower but very slow propagator.

PAULINE KUNDERD (Kunderd) (Prop. C) Med. 85-90 (3-4). Light rose pink, creamy throat; 6-8 flowers open; slow propagator.

PHYLLIS McQUISTON (Stewart). First year test. A lovely pink and looks good; data incomplete.

PURE GOLD (Dehnhoff). First year test. Tall, pure yellow of medium size. Looks like good propagator.

POLAR ICE (Pfitzer) Tall (Com) 80-85 (3-4). Several open. Very pure white and looks like good keeper. Fair propagator. Quite early; good medium spike.

PRAIRIE GOLD (Corrington). First year test. Med. Tall. About 80-85 and (3-4). A very deep, dark yellow, different than the average yellow; looks like good propagator.

QUEEN MARY (Mair) (Prop. D) Tall 90-95 (4-5). Good color. Strong plant; long spike set with numerous large, buff pink flowers; slow propagator.

RAMASSES (Stevens) (Prop. C) Tall 80-85 (4-5). Purple flowers of large size; 5-6 or more large florets open; has wavy and ruffled edges.

RED PIRATE (Gelser). New dark red; looks good so far, will classify later.

ROSE MARIE PFITZER (Pfitzer) (Prop. D) Tall 85-90 (4-5). Fine color; white tinted pink, a peaches and cream effect; 8 or more open; very popular. Very slow Prop.

SOLVEIG (Decorah Gardens—Bearman). (Prop. E) Med. Tall 95-100 (5-6). Extra fine color. Ruffled white; 5-7 open; a very fine new variety (where it can be grown successfully). A slow propagator.

TAIAROA (Miller). First year test; data incomplete. Described salmon pink, flaked slate.

THE BOUNTY (Nitchman). First year test; data incomplete. Color described as large, velvety red.

THOMAS A. EDISON (Kunderd). (Prop. E) Short 90-95 (3-4). Fine color. Heavily ruffled, deep velvety red. Extra slow propagator.

WARATAH (Errey). First year test; data incomplete. Color described as brilliant orange scarlet.

WURTEMBERGIA (Pfitzer) Med. Tall 85-90 (4-5). Tests incomplete. Red with white throat blotch.

LARGE FLOWERED VARIETIES

Here are some of our largest flowered varieties. These have large, individual flowers, or open many fairly large at one time: Aflame, Albatross, Alight, Allenwood, Bagdad, Berty Snow, Bill Sowden, Bleeding Heart, Canberra, Cath. Coleman, Com. Koehl, Frank McCoy, Jubilee, King Arthur, Mammoth White, Mr. W. H. Phipps, Mrs. Leon Douglass, Mrs. R. Chase, Our Selection, Picardy, Pythia, Red Lory, Trevonian and Zane Grey.

FIFTEEN (15) NO. 3 SIZE LARGE FLOWERED GLADS

Fifteen (15) varieties, all different from above list. Our selection of varieties, not labeled and mixed. 15 Medium Size, \$1.00; two each, 15 kinds, 30 No. 3 size belbs, \$1.50; three each 15 kinds, 45 No. 3 Size bulbs, \$2.00; seven each 15 kinds, 105 No. 3 Size bulbs, \$4.00. Prepaid. In mixture; our choice of varieties.

CONDITIONS OF SALE



DISCOUNTS FROM PREPAID LIST: Note these discounts do not apply to the f. o. b. prices quoted elsewhere. Also "Collections and Lot Assortments" are not included in these discounts which apply to retail bulb list only.

CASH DISCOUNTS FROM PREPAID LIST WILL BE: 5% cash discounts on all orders under \$25.00 and 10% discount on all orders over \$25.00. If you do not want the cash discounts, let us know and we will give you the above cash discounts in extra bulbs of our selection, consisting mainly of varieties on your order.

CANADIAN AND FOREIGN ORDERS ARE NOT PREPAID: Due to the low cash prices we quote on all stock, we can not prepay foreign orders, and postage for prepayment must be included, unless order is sent, express collect.

TERMS: Cash before shipment or C. O. D. for balance due. 20% will reserve for later shipment. Orders not paid in full by April 15th will then be shipped C. O. D. for balance still due. Add postage extra.

ERRORS: Are as likely to be made by us as by any other grower; we try to adjust all errors and complaints to the complete satisfaction of the customer.

HOW SHIPPED: Prepaid items are shipped by express or parcel post. Express is the only safe way in very cold weather as such shipments are insured against freezing, while parcel post shipments do not cover loss by freezing. For that reason we only guarantee delivery when the manner of shipment is left entirely to our discretion in very cold weather.

TIME OF SHIPMENT: All orders are entered for shipment early in spring, prior to planting time for your locality, unless otherwise instructed.

HOW TO REMIT: We accept personal checks, drafts, express money orders, etc., but we prefer payment with U. S. Postal Money Orders. We can have these cashed at the post office but the others must be handled by our bank and we are charged for this handling, as it costs you something extra to buy a postal money order we will allow you extras to more than cover fee for every postal money order you send us in payment.

PREPAID LIST

Minimum Order, \$1.00; Minimum Item, 10c; Two (2) Bulbs at the 10 Rate,
But Each Item Much Be 10c or More.

TWENTY-FIVE BULBS AT THE 100 RATE; TWO OR MORE AT THE 10 RATE, but each item must be 10c or more; 250 or more at the 1000 rate. To find the 1000 rate, multiply the 100 rate by eight (8). Bulblets listed (Pg.) are per package.

Variety	Per	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6	Bulblets Per	
AFLAME	100 10	\$4.00 .50	\$3.00 .40	\$1.75 .25	\$1.20 .15	\$.80 .12	\$.60 .10	1000 Pg.	\$1.00 .25
AIDA	100 10	4.00 .50	3.00 .40	2.00 .30	1.50 .20	1.00 .15	.80 .12	1000 Pg.	1.00 .25
ALAYNE	10 1	16.00 2.00	12.80 1.60	9.60 1.20	7.20 .80	4.80 .60	3.20 .40	10. 1	1.60 .20
ALBATROSS	100 10	5.00 .60	4.00 .50	3.00 .35	2.00 .25	1.50 .20	1.00 .15	1000 Pg.	2.00 .50
ALIGHT	10 1	6.00 .70	4.80 .60	3.60 .50	3.00 .40	2.40 .30	2.00 .25	100 10	3.00 .35
ALLENWOOD	100 10	4.00 .50	3.00 .40	2.00 .30	1.50 .20	1.00 .15	.75 .10	1000 100	2.00 .25
AMADOR	100 10	8.00 .90	6.40 .75	5.00 .60	4.00 .50	3.00 .40	2.40 .30	1000 100	4.00 .50
AVE MARIA	100 10	4.00 .50	3.00 .40	1.50 .20	1.00 .15	.75 .12	.50 .10	1000 Pg.	1.00 .25
BAGDAD	100 10	4.00 .50	3.20 .40	2.40 .30	1.70 .20	1.00 .15	.80 .12	1000 Pg.	1.00 .25
BEAUTIFUL OHIO	1	4.00	4.00	4.00	4.00	4.00	4.00	1	.40
BEOWOLF	1	12.00	12.00	8.00	8.00	6.00	6.00	1	1.00
BETTY NUTHALL	100 10	3.80 .45	3.00 .35	2.40 .30	1.80 .25	1.00 .15	.75 .12	1000 Pg.	1.00 .25
BILL SOWDEN	100 10	4.00 .50	3.20 .40	2.80 .35	2.00 .25	1.20 .20	.80 .15	1000 Pg.	1.50 .35
BLUE ADMIRAL	1	.30	.25	.20	.15	.12	—	—	—
BLUE DANUBE	100 10	4.00 .50	3.20 .40	2.80 .35	2.00 .25	1.20 .20	.80 .15	1000 Pg.	2.00 .50
BOB WHITE	10 1	1.60 .20	1.20 .15	1.00 .12	.80 .10	.60 —	.50 —	100 10	1.00 .20
BON ECHO	100 10	4.00 .50	3.00 .35	2.00 .25	1.50 .20	1.00 .15	.75 .10	1000 Pg.	1.00 .25
BROWN WINGS	100 10	4.00 .50	3.00 .40	1.50 .20	1.00 .15	.75 .12	.50 .10	1000 Pg.	1.00 .25
CANBERRA	100 10	4.00 .50	3.00 .40	1.75 .25	1.20 .20	.75 .15	.50 .10	1000 Pg.	1.00 .25
CARA MIA	100 10	4.00 .50	3.00 .40	1.75 .25	1.20 .20	.75 .15	.50 .10	1000 Pg.	1.00 .25
CATH. COLEMAN	100 10	5.00 .60	4.00 .50	3.00 .40	2.00 .30	1.50 .20	1.00 .15	1000 Pg.	1.00 .25
CHAMPLAIN	1	.30	.25	.20	.15	.12	.10	—	—
CHAS. DICKENS	100 10	4.00 .50	3.00 .40	1.75 .30	1.20 .20	.75 .15	.50 .10	1000 Pg.	1.00 .25
COM. KOEHL	100 10	4.20 .50	3.50 .40	2.40 .30	1.50 .20	1.00 .15	.75 .12	1000 Pg.	1.50 .35
CORONADO	10	.80	.70	.60	.50	.40	.30	—	—
CORYPHEE	100 10	5.00 .60	4.00 .50	3.00 .40	—	—	—	—	—
D. A. HAY	10 1	3.20 .40	3.00 .35	1.80 .25	1.60 .20	1.00 .15	.80 .10	10 —	.25 —

Variety	Per	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6	Bulblets Per	
DAMASCUS	100 10	5.00 .60	4.00 .50	3.00 .40	2.00 .30	1.50 .20	1.00 .15	1000 Pg.	1.00 .15
DEBONAIR	100 10	8.00 .90	6.00 .70	3.00 .60	4.00 .50	3.00 .40	2.40 .30	1000 100	2.50 .30
DREAM O'BEAUTY	100 10	6.00 .70	4.00 .50	3.00 .40	2.00 .30	1.00 .15	— —	1000 Pg.	1.00 .25
DR. F. E. BENNETT	100 10	3.50 .50	2.50 .40	2.00 .25	1.50 .20	1.00 .15	.75 .12	1000 Pg.	1.00 .25
DR. MOODY	100 10	4.00 .50	3.00 .40	2.00 .25	1.50 .20	1.00 .15	.75 .10	1000 Pg.	1.00 .25
DUNA	100 10	8.00 .90	6.00 .70	5.00 .60	4.00 .50	3.00 .40	2.40 .30	1000 100	2.50 .30
EARLY DAWN	100 10	5.00 .60	4.00 .50	3.00 .40	2.00 .30	1.80 .20	1.20 .15	1000 Pg.	1.50 .35
EMBERS	10 1	18.00 2.00	16.00 1.75	14.00 1.60	12.00 1.40	10.00 1.20	8.00 1.00	10 1	1.80 .20
FLAMING SWORD	100 10	3.00 .40	2.50 .35	1.50 .20	1.00 .15	.75 .12	.50 .10	100 Pg.	.60 .15
FRANK McCOY	100 10	8.00 .90	6.00 .70	4.00 .50	3.00 .40	2.00 .30	1.00 .20	— Pg.	— .50
GATE OF HEAVEN	10	.90	.80	.70	.60	.40	.30	—	—
GERTRUDE PFITZER	100 10	6.00 .70	5.00 .60	4.00 .50	3.00 .40	2.00 .25	1.00 .15	1000 100	3.00 .35
GIANT NYMPH	100 10	3.50 .45	2.50 .35	1.75 .25	1.00 .15	.75 .12	.60 .10	1000 Pg.	1.00 .25
GLADDIE BOY	100 10	3.50 .45	2.50 .35	1.75 .25	1.00 .15	.75 .12	.60 .10	1000 Pg.	1.00 .25
GLORIANA	10	.50	.40	.30	.25	.20	.15	Pg.	.25
GOLD EAGLE	100 10	3.00 .40	2.50 .35	1.50 .20	1.00 .15	.75 .12	.50 .10	1000 Pg.	.60 .15
GOLDEN GODDESS	3 1	2.50 1.00	— —	— —	— —	— —	— —	— —	— —
HEAVENLY BLUE	100 10	4.50 .60	3.50 .50	2.50 .40	1.50 .25	1.00 .15	.75 .10	1000 Pg.	1.00 .25
HINEMOA	1	.20	.15	.10	—	—	—	—	—
IMPRESSARIO	1	.30	.25	.20	.15	.10	—	—	—
J. VAN TETS	10 1	2.00 .25	1.50 .20	1.00 .15	.80 .12	.60 .10	.50 —	Pg. —	.25 —
JESSIE	100 10	4.00 .50	3.00 .40	2.00 .30	1.00 .15	.75 .10	— —	— Pg.	— .25
JOHN T. PIRIE (K)	100 10	— —	2.50 .40	1.50 .20	1.00 .15	.75 .12	.50 .10	1000 Pg.	1.00 .25
JOYFUL	100 10	9.00 1.00	7.00 .80	6.00 .70	5.00 .60	4.00 .50	3.00 .40	1000 100	4.00 .50
JUBILEE	100 10	7.00 .80	6.00 .70	5.00 .60	4.00 .50	3.00 .40	2.00 .30	— Pg.	— .25
KING ARTHUR	100 10	10.00 1.10	8.00 1.00	6.00 .70	4.00 .50	3.00 .40	2.50 .30	1000 100	5.00 .60
LADY MARIE (Z)	10	1.00	.90	.70	.60	.40	.30	Pg.	.50
LAIDLEY	100 10	7.00 .80	6.00 .70	5.00 .60	3.00 .40	2.00 .30	1.50 .20	— Pg.	— .25
LA PALOMA	100 10	3.50 .45	2.50 .35	1.75 .25	1.00 .15	.75 .12	.60 .10	1000 Pg.	1.00 .25
LIGHTS OF GOLD	10 1	2.00 .25	1.50 .20	1.20 .15	1.00 .12	.80 .10	.60 —	100 20	.40 .10
LOYALTY	100 10	3.50 .45	2.50 .35	1.75 .25	1.00 .15	.75 .12	.50 .10	1000 Pg.	1.00 .25
LUCIFER	100 10	8.00 .90	7.00 .80	6.00 .70	5.00 .60	4.00 .50	3.00 .40	1000 100	2.50 .30
MAID OF ORLEANS	100 10	5.60 .70	4.40 .60	3.20 .45	2.80 .35	2.20 .25	1.80 .20	1000 Pg.	4.00 .50
MAMMOTH WHITE	100 10	4.00 .50	3.20 .40	2.40 .30	1.80 .25	1.20 .20	1.00 .15	1000 Pg.	1.50 .35
Margaret FULTON	100 10	4.00 .50	3.00 .40	2.00 .30	1.80 .25	1.20 .20	1.00 .15	1000 Pg.	1.20 .30
MARMORA	100 10	4.00 .50	3.00 .40	2.00 .30	1.60 .20	1.20 .15	.80 .12	1000 Pg.	1.00 .25
MARY ELIZABETH	1	.25	.20	.15	.10	—	—	—	—
MILKMAID	100 10	6.00 .70	5.00 .60	4.00 .50	3.00 .40	2.00 .25	1.50 .20	1000 Pg.	1.00 .25

Variety	Per	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6	Bulblets Per	
MINUET	100 10	4.00 .50	3.00 .40	2.00 .30	1.60 .20	1.20 .15	— —	1000 Pg.	1.00 .25
MISS NEW YORK	100 10	5.00 .60	4.00 .50	3.00 .40	2.00 .30	1.50 .20	1.00 .15	1000 Pg.	1.00 .25
MISS NEW ZEALAND	10 1	12.00 1.50	10.00 1.25	8.00 1.00	6.40 .80	4.80 .60	3.20 .50	5 100	.50 8.00
M. M. SULLEY	100 10	5.00 .60	4.00 .50	3.00 .40	2.00 .30	— —	— —	— —	— —
MOROCCO	100 10	4.00 .50	3.00 .40	2.00 .30	1.60 .20	1.20 .15	.80 .12	1000 Pg.	1.00 .25
MOTHER MACHREE	100 10	4.00 .50	3.00 .40	2.40 .30	1.80 .25	1.20 .20	1.00 .15	1000 Pg.	1.00 .25
MR. W. H. PHIPPS	100 10	4.00 .50	3.00 .40	2.40 .30	1.80 .25	1.20 .20	1.00 .15	1000 Pg.	1.00 .25
MRS. ANNA PFITZER	10 1	2.00 .25	1.75 .20	1.25 .15	1.00 .12	— —	— —	— —	— —
MRS. CATHERINE EDWARDS	100 10	5.00 .60	4.00 .50	2.50 .30	1.50 .20	1.00 .15	.80 .12	1000 Pg.	1.00 .25
MRS. F. C. HORN- BERGER	100 10	4.00 .50	3.00 .40	2.00 .30	1.50 .20	1.00 .15	.75 .10	1000 Pg.	1.00 .25
MRS. L. DOUGLASS	100 10	3.50 .45	2.50 .35	1.75 .20	1.00 .15	.75 .12	.60 .10	1000 Pg.	1.00 .25
MRS. RAY P. CHASE	100 10	4.00 .50	3.00 .40	2.50 .30	2.00 .25	1.50 .20	1.00 .15	1000 Pg.	1.40 .35
MRS. S. A. ERREY	10	.60	.50	.40	.30	.25	.20	100	.20
MRS. VAN KONYEN- BURG	100 10	3.50 .45	2.50 .35	2.00 .25	1.50 .20	1.00 .15	.75 .10	1000 Pg.	1.00 .25
OUR SELECTION	100 10	4.00 .50	3.00 .40	2.00 .30	1.50 .20	1.00 .15	.60 .10	1000 Pg.	1.00 .25
PAUL PFITZER	100 10	4.00 .50	3.00 .40	2.00 .30	1.50 .20	1.00 .15	.75 .12	1000 Pg.	1.00 .25
PAULINE KUNDERD	100 10	9.00 1.00	8.00 .90	7.00 .80	6.00 .70	5.00 .60	4.00 .50	— —	— —
PEARL OF CALIF.	10	.60	.50	.40	.30	.20	.15	100	.20
PELEGRINA	100 10	7.00 .80	6.00 .70	5.00 .60	4.00 .50	3.00 .40	2.00 .30	1000 100	2.40 .30
PFITZER'S Triumph	100 10	4.00 .50	3.00 .40	2.50 .30	1.50 .20	1.00 .15	.75 .10	1000 Pg.	1.00 .25
PHYLLIS McQUISTON	10 1	1.60 .20	1.40 .16	1.20 .14	.90 .10	.80 —	.70 —	100 10	1.50 .20
PICARDY	100 10	4.00 .50	3.00 .40	1.80 .25	1.20 .20	.80 .15	.60 .10	1000 Pg.	.60 .15
POLAR ICE	10	1.00	.90	.80	.70	.60	.50	Pg.	.50
PRAIRIE GOLD	10 1	18.00 2.00	16.00 1.80	14.00 1.60	12.00 1.40	9.00 1.20	7.00 1.00	10 1	2.00 .25
Pride of Wanakah	100 10	4.00 .50	3.00 .40	2.00 .30	1.50 .20	1.00 .15	.75 .10	1000 Pg.	1.00 .25
PURE GOLD	1	1.00	.75	.50	.40	.35	.25	10	1.00
QUEEN MARY	10 1	3.00 .35	2.50 .30	2.00 .25	1.50 .20	1.00 .15	— —	— —	— —
RAMASSES	10	.60	.50	.40	.30	.25	.20	—	—
RED LORY	100 10	7.00 .75	6.00 .65	5.00 .55	3.50 .40	2.50 .30	2.00 .25	1000 100	2.50 .30
RED PHIPPS	100 10	4.80 .60	3.60 .50	2.40 .35	2.00 .25	1.60 .20	1.20 .15	1000 100	2.00 .25
RED PIRATE	10 1	3.00 .35	2.50 .30	2.00 .25	1.50 .20	1.00 .15	— —	— —	— —
ROSE MARIE PFITZER	10 1	4.00 .50	3.00 .40	2.00 .30	— —	— —	— —	— —	— —
ROYAL LAVENDER	10	.50	.40	.30	.25	—	—	Pg.	.20
RUFFLED GOLD	100 10	4.00 .50	3.00 .40	2.00 .30	1.50 .20	1.00 .15	.75 .10	1000 Pg.	1.00 .25
SALBACH'S PINK	100 10	4.00 .50	3.20 .40	2.00 .30	1.80 .25	1.20 .20	1.00 .15	1000 100	2.00 .25
SCHUBERT	100 10	5.00 .60	4.00 .50	3.00 .40	2.00 .25	1.50 .20	1.00 .15	1000 Pg.	1.00 .25
SCHWABEN GIRL	100 10	8.00 .90	6.00 .70	4.00 .50	3.00 .40	2.00 .30	1.50 .20	1000 100	3.00 .35
SOLVEIG	1	.50	.40	.30	.20	—	—	—	—
SPRAY OF GOLD	10	.60	.50	.40	.30	.20	.15	100	.20

Variety	Per	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6	Bulblets Per	
TAIAROA	10	2.40	2.30	2.00	1.50	1.00	.75	100	1.00
	1	.30	.25	.22	.18	.15	.10	20	.25
THE BOUNTY	1	8.00	8.00	5.00	5.00	3.00	3.00	1	.75
THOS. A. EDISON	1	.30	.25	.20	.15	.10	—	—	—
TOBERSUN	100	5.00	4.00	3.00	2.00	1.50	1.00	1000	1.00
	10	.60	.50	.40	.25	.20	.15	Pg.	.25
TREVONIAN	100	9.00	7.00	5.00	3.00	2.00	1.50	1000	3.00
	10	1.00	.80	.60	.40	.25	.20	100	.40
VEILCHENBLAU	100	5.00	4.00	3.00	2.00	1.00	.75	1000	1.00
	10	.60	.50	.40	.25	.15	.12	Pg.	.25
WARATAH	1	.30	.25	.20	.15	.10	—	—	—
WASAGA	100	6.00	5.00	3.80	2.80	2.30	1.80	1000	3.00
	10	.70	.60	.40	.35	.25	.20	100	.35
WURTEMBERGIA	10	.80	.70	.60	.50	.40	.30	Pg.	.50
YVONNE	100	4.00	3.00	2.00	1.50	1.00	.75	1000	1.00
	10	.50	.40	.40	.25	.15	.12	Pg.	.25
ZANE GREY	10	5.00	4.00	3.00	2.00	1.50	1.00	100	.50
	1	.60	.50	.40	.25	.20	.15	15	.10
ZILLAH	100	8.00	6.00	4.00	3.00	2.50	2.00	1000	3.00
	10	.90	.70	.50	.40	.30	.25	100	.35

THE BEST MONEY VALUE IN FLOWERING SIZES IS A NO. 3 SIZE or a one inch diameter bulb. This size in most of the long or medium stemmed varieties produces ideal spikes for florists' use, as well as for individual requirements. Even No. 5 size in most of these varieties produce an abundance of bloom for cemetery or other decorative uses.

ROTOTOX

FREE INFORMATION ON REQUEST.

A complete spraying method may be had through the use of ROTOTOX which, although we have not used it ourselves, we recommend on the claims of well known users. This spray is harmless to humans and pets but deadly to all insects, and is especially valuable in the control of Gladiolus thrip. Information may be had upon request to the Rototox Company in connection with soaking the bulbs while in storage and also for spraying, during the growing season. We do not stock ROTOTOX ourselves, but prompt shipment will be made by The Rototox Company, 81-19 Yale Street, East Williston, N. Y.

Postpaid Prices are as follows: 1 oz., 35c; 8 oz. \$1.00; 1 pt. \$1.75; 1 qt. \$3.00; 1/2 gal. \$5.00; and 1 gal. \$10.00. ROTOTOX is sold strictly for cash by the manufacturers. It is not sold in stores.

APPROVAL: Pearson's Glad. Gardens, Virginia: "ROTOTOX" is better than anything else we have used. Used it on Gladiolus, Dahlias and Beans at 1-400 dilution for control of some kind of grub, or cut worm, cucumber and bean beetles. Made one application and got 100% control.

APPROVAL: Mr. F. R. Cates, North Carolina: "Best spray yet. Used for thrip and red spider on Gladiolus according to directions. Four applications—100 percent control. Will not be without this ROTOTOX and further will recommend it highly.

OUR NEW SALES POLICY

READ WITH CARE.



Beginning with this 1937 catalog, we have made some distinct changes in sales policy.

PRICE quotations in this catalog are now all figured on a CASH basis. We will include as cash sales all orders that are paid on or before delivery;

OPEN ACCOUNTS: To all growers and dealers who purchase on these terms we make the following TERMS OF SALE: All stock will be net, cash 30 days from date of shipment, and on all deferred payments after the 30 day limit, we will make a charge of 6%, which will be interest on our money invested in the bulbs sold, which is often 90% or more of the sales price, as well as bookkeeping and other fair and just carrying charges. This applies to all orders no matter how quoted.

HOLD ORDERS: We have very good storage conditions, but we do not have "cold storage." There are many varieties that begin to sprout, more or less, in storage when held late in May. For this reason, no order will be held here later than May 15th.

101 LOT ASSORTMENTS

Collections or Lot Assortments at Special Prices, not more than one (1) of any one item in any one collection, and no less than eight (8) items sold in this sale.

ANY EIGHT (8) ITEMS \$3.00; ANY FIFTEEN (15) ITEMS \$5.00; ANY THIRTY-TWO (32) ITEMS FOR \$10.00. All will be plainly labeled and prepaid. ORDER BY LOT NUMBER. No Catalog Discounts Apply.

L1 Aflame, 10 No. 2	L35 Com. Koehl, 16 No. 4	L69 Picardy, 24 No. 4
L2 Aflame, 14 No. 3	L36 Com. Koehl, 22 No. 5	L70 Picardy, 33 No. 5
L3 Aflame, 20 No. 4	L37 Com. Koehl, 30 No. 6	L71 Picardy, 44 No. 6
L4 Aida, 15 No. 3	L38 Damascus, 10 No. 2	L72 Prairie Gold, 1 No. 6
L5 Aida, 18 No. 4	L39 Damascus, 15 No. 3	L73 Pure Gold, 1 No. 5
L6 Aida, 22 No. 5	L40 Early Dawn, 10 No. 3	L74 Red Phipps, 12 No. 3
L7 Amador, 4 No. 2	L41 Early Dawn, 15 No. 4	L75 Red Phipps, 15 No. 4
L8 Amador, 6 No. 3	L42 Early Dawn, 21 No. 5	L76 Red Lory, 8 No. 2
L9 Allenwood, 10 No. 2	L43 Joyful, 7 No. 3	L77 Red Lory, 12 No. 3
L10 Allenwood, 15 No. 3	L44 La Paloma, 15 No. 3	L78 Red Lory, 20 No. 5
L11 Allenwood, 20 No. 4	L45 La Paloma, 20 No. 4	L79 Royal Lav'd'r, 10 No. 2
L12 Alight, 1 No. 2	L46 Maid o' Orl's, 16, No. 5	L80 Royal Lav'd'r, 15 No. 3
L13 Alight, 2 No. 4	L47 Maid o' Orl's, 22 No. 6	L81 Schwaben Girl, 7 No. 2
L14 Ave Maria, 12 No. 3	L48 Mam'th White, 10 No. 3	L82 Schw'b'n Girl, 10 No. 3
L15 Ave Maria, 16 No. 4	L49 Marg't Fult'n, 15 No. 3	L83 Schubert, 12 No. 2
L16 Ave Maria, 20 No. 5	L50 Marg't Fult'n, 20 No. 4	L84 Schubert, 16 No. 3
L17 Ave Maria, 30 No. 6	L51 Mam'th White, 10 No. 3	L85 Schubert, 25 No. 5
L18 Bagdad, 7 No. 2	L52 Minuet, 9 No. 2	L86 Taiaroa, 2 No. 3
L19 Bagdad, 10 No. 3	L53 Minuet, 15 No. 3	L87 Taiaroa, 3 No. 4
L20 Bagdad, 20 No. 5	L54 Miss N.Y'rk, 12 No. 3	L88 Taiaroa, 4 No. 5
L21 Bagdad, 30 No. 6	L55 Mrs. R. Chase, 8 No. 3	L89 Trevonian, 10 No. 2
L22 Betty Co-Ed, 12 No. 3	L56 Mrs. R. Chase, 12 No. 4	L90 Trevonian, 15 No. 3
L23 Betty Co-Ed, 15 No. 4	L57 Mrs. F. C. H'nb'r, 10, 2	L91 Trevonian, 20 No. 4
L24 Betty Co-Ed, 22 No. 5	L58 Mrs. F. C. H'nb'r, 14, 3	L92 Trevonian, 30 No. 5
L25 Betty Co-Ed, 30 No. 6	L59 Mrs. F. C. H'nb'r, 18, 4	L93 Zane Grey, 3 No. 1
L26 Bill Sowden, 12 No. 3	L60 Our Selection, 9 No. 2	L94 Zane Grey, 6 No. 3
L27 Bill Sowden, 15 No. 4	L61 Our Selection, 12 No. 3	L95 Zane Grey, 10 No. 4
L28 Brown Wings, 10 No. 2	L62 Our Selection, 15 No. 4	L96 Zillah, 7 No. 1
L29 Brown Wings, 15 No. 3	L63 Paul Pfitzer, 12 No. 3	L97 Zillah, 10 No. 2
L30 Brown Wings, 20 No. 4	L64 Paul Pfitzer, 18 No. 4	L98 Zillah, 14 No. 3
L31 Brown Wings, 25 No. 5	L65 Pelegrina, 9 No. 3	L99 Lights-Gold, 5 No. 2
L32 Canberra, 15 No. 3	L66 Pelegrina, 12 No. 4	L100 Lights-Gold, 8 No. 3
L33 Canberra, 20 No. 4	L67 Picardy, 10 No. 2	L101 Lights-Gold, 12 No. 4
L34 Com. Koehl, 11 No. 3	L68 Picardy, 15 No. 3	

OTHER FUMIGANTS AND DIPS

NAPHALENE FLAKES: Is often used as a fumigant. It is safe and satisfactory when used as instructed, but will cause some dormancy. As a rule treated bulbs will require perhaps 10 days or two weeks longer to flower than untreated bulbs. We sell Flakes at cost—ten cents per pound, not prepaid.

CORROSIVE SUBLIMATE: We find this about the cheapest disinfectant to use for scab control, and it is perhaps as effective as any other, as after all no dip will help much if you plant bulbs where drainage is not satisfactory. We use the powdered form, 1 oz. to seven gallons of water. Do not let this contact metal. Use wood, crock or glass container. Use twice, then make new batch. Let bulbs soak in this 10 to 12 hours. This will also answer for general thrip control. However, it will do no harm to use this material if you have already fumigated you bulbs for thrip, as this dip is used mainly for scab control.

GLADIOLUS DISEASES: This subject is so big and complicated that the brief comments of various growers are not of much if any value. For this reason we urge all who read this information to secure a copy of the N. E. G. S. yearbook, "THE GLAD-

IOLUS. The 1936 issue has some 14 pages with illustrations devoted to this one subject alone, and handled by experts.

A DISTINCTION

Where various catalogs mention dipping for disease, as a rule they refer to so called scab. Dr. L. M. Massey, of Cornell College, world famed authority on gladiolus diseases, tells us that "dry rot spores" can not be controlled by any disinfectant, and when you plant even one bulb or more with dry rot you will be planting just that many dry rot spores in your soil, where they will thrive and grow and multiply for at least five years, even though you stop planting Glad. bulbs in that particular soil. "SCAB" is bacterial in nature and is not a fungus rot like dry rot, fuscarium, and other diseases of this nature. Scab never causes much trouble where drainage is first class, and on such soil, if you will conduct some very simple experiments, you will find that you can take very scabby bulbs and plant on say a quick draining gravel soil, without even disinfecting them, and I am sure you will harvest all or nearly all the very scabby bulbs you planted on such land, even without any treatment. If you use well drained soil, and you seem to have many plants rot off, in the growing season, the chances are that your bulbs have both scab and dry rot on one and the same bulb. If you find any plant drying up prematurely in the field, and in particular if the leaves are much streaked and blotched, dig up the bulbs with some of the surrounding soil, and burn in hot fire both bulb and soil. It is possible to introduce dry rot in your soil. If you do not know its signs, and even if you only have a small amount in your soil, it will infest all clean bulbs that come within contact of these "dry rot spores" which are really microscopic plants which attach themselves to your clean bulbs.

REMOVE ALL HUSKS OR OUTER COVERINGS

Before planting your bulbs remove all coverings or husks, unless you have so many bulbs as to make this impractical, but even then you should examine all your bulbs so carefully that no dry rot spores go unobserved into your clean soil. Be sure to always keep every grower's name attached to your new lots of bulbs that you buy, and remove the husk and examine every bulb before you plant them. If you do not know diseases, get the N. E. G. S. Yearbook for 1936—costs only \$1.00, or send to the U. S. Department of Agriculture, Washington, D. C., and ask for bulletin on gladiolus diseases. If, after you study these publications, you still feel uncertain about some one bulb or more then send a letter to your State Department of Agriculture and ask them where you can send your diseased bulbs for expert advice. Watch all the new bulblets you buy, as bulblets are seldom examined like bulbs, as it will require much more labor to give them a careful examination, but it will be worth all the labor involved.

STEM RUST IN FLORIDA

This is not a gladiolus disease, however glads become host plants, and in that manner, only varieties highly resistant, are of real practical value in many section of Florida, where this is most prevalent, among the most resistant are Marnia and Nuthall, however, we request all our Florida friends to report to us all new or other varieties, that show very high resistance to the rust.

1936 MINUET PERFORMANCE

Below, we quote part of a letter from a Pennsylvania customer:—

Sept. 9, 1936—"I do not have enough Minuet to supply the demand, and would like to add about 5,000 more to my present stock. During the extreme hot weather here when the temperature was around 100 or 101 degrees, Minuet was standing up in grand style while others were wilting, including Picardy. Picardy is a good cut flower for the florists' trade, but my customers tell me that I cannot grow too many of Minuet, and they ask for them daily as they desire to carry a stock constantly."—C. E. K.

UNVARNISHED FACTS

If a grower lists 200 varieties it means from 1400 to 1600 separate items or grades. Even if he has large stocks of many kinds, he can not anticipate how long he can supply stock for all orders. He can not anticipate whether you will send a \$1.00 order or a \$10.00 order, and with so many grades and sizes resulting in so many separate items, it has become the practice of growers to purchase very heavily from each other. Growers having long lists of new varieties are often the LARGEST wholesale customers of other growers.

Order Blank

F. C. HORNBERGER

Home and Garden Service

R. 1 CLARK ST. - - HAMBURG, N. Y.

NAME.....

ADDRESS.....

Express Office.....If different from P. O.

How Ship..... When.....

Wt..... Substitute..... Yes..... No.....

Write Letter on Separate Sheet of Paper.

Our Order No.....

DATE.....

Amount \$.....

How Sent.....

Charge.....

Balance Due \$.....

C. O. D. \$.....

Refund \$.....

Packed By.....

Quantity	Size	Name	Price	Amount

(OVER)

TERMS: Cash with Order; or 20% Cash, Balance C. O. D.

WHOLESALE TRADE QUOTATION

Not Prepaid: quoted f. o. b. Hamburg, N. Y.



TERMS: Net Cash, 20% will hold for later delivery. Orders not paid in full by April 15th will be shipped C. O. D. for balance still due.

WEIGHT AND SHIPPING COSTS: Where the patron desires this information we shall be pleased to give you approximate weights of all sizes of bulbs, together with the approximate cost of express to your express office.

Bulbs are clean, healthy and free of thrip. **NO DRY ROT.**

PRICES: Quoted per 1000 bulbs; 100 bulbs at the 100 rate, but minimum wholesale item must be 50c or more. Minimum wholesale order \$2.00 or more. 25 bulbs at 100 rate plus 10%. Less than 25 bulbs at the 100 rate plus 20%.

WHOLESALE DISCOUNTS: On all small and average size wholesale orders from this list, we do not offer a special discount, as these prices are **net**. However, depending on what you order, we do add extras and overcount, and as noted below we offer Special Quotations on large wholesale orders.

CHARGE ACCOUNTS—SPECIAL NOTICE: Read on another page details relative to our new sales policy which is cash before shipment or C. O. D. Also, stock sold on extended time payments will be charged 6 percent interest.

	Per 1000	No. 2	No. 3	No. 4	No. 5	No. 6	—	Bts.-Qt.
AFLAME		\$12.00	\$ 9.00	\$ 7.00	\$ 5.00	\$ 3.00		\$ 3.00
AIDA		18.00	12.00	9.00	6.00	4.00		3.00
ALBATROSS		24.00	20.00	16.00	—	—		—
ALLENWOOD		20.00	15.00	10.00	6.00	4.00		5.00
AVE MARIA		16.00	10.00	7.00	4.00	2.00		2.00
BAGDAD		16.00	10.00	7.00	5.00	3.00		3.00
BETTY NUTHALL		10.00	7.00	5.00	4.00	2.00		1.00
BILL SOWDEN		18.00	11.00	9.00	6.00	—		—
BLUE DANUBE		—	20.00	18.00	—	—		—
BON ECHO		—	12.00	7.00	5.00	3.00		2.00
BROWN WINGS		15.00	10.00	8.00	4.00	2.00		1.00
CANBERRA		15.00	12.00	8.00	6.00	4.00		3.00
CARA MIA		12.00	8.00	6.00	4.00	2.00		1.50
CHAS. DICKENS		15.00	11.00	8.00	4.00	2.00		2.00
COM. KOEHL		20.00	15.00	10.00	7.00	5.00		6.00
DAMASCUS		15.00	10.00	6.00	4.00	2.00		1.50
DR. F. E. BENNETT		12.00	10.00	8.00	4.00	—		—
DR. MOODY		15.00	12.00	8.00	4.00	2.00		2.00
EARLY DAWN		30.00	25.00	20.00	15.00	10.00		8.00
FLAMING SWORD		—	6.00	4.00	2.00	1.00		1.00
GIANT NYMPH		10.00	7.00	5.00	3.00	2.00		1.00
GLADDIE BOY		—	11.00	7.00	—	—		—
GOLDEN EAGLE		—	6.00	4.00	2.00	1.00		1.00
HEAVENLY BLUE		—	15.00	8.00	6.00	4.00		—
JESSIE		20.00	15.00	10.00	—	—		—
JOHN T. PIRIE		—	10.00	6.00	3.00	1.50		1.00
JOYFUL		—	—	—	25.00	20.00		8.00
LAIDLEY		40.00	30.00	25.00	20.00	15.00		—
LA PALOMA		18.00	12.00	8.00	4.00	2.00		1.00
LIGHTS OF GOLD		75.00	55.00	40.00	25.00	20.00		12.00
LOYALTY		16.00	10.00	7.00	4.00	2.00		1.00
MAID OF ORLEANS		—	—	30.00	20.00	14.00		—
MAMMOTH WHITE		20.00	16.00	12.00	—	—		—
MARGARET FULTON		20.00	15.00	10.00	7.00	5.00		—
MILDRED LOUISE		—	—	25.00	20.00	15.00		—
MINUET		16.00	12.00	9.00	—	—		—
MOROCCO		20.00	15.00	10.00	5.00	3.00		2.00
MRS. CATH. EDWARDS		—	12.00	10.00	—	—		3.00
MRS. F. C. HORNBERGER		20.00	12.00	8.00	—	—		—
MRS. L. DOUGLASS		—	10.00	7.00	—	—		1.00
MRS. RAY P. CHASE		25.00	18.00	12.00	7.00	4.00		3.00

	Per 1000	No. 2	No. 3	No. 4	No. 5	No. 6	—	Bts.-Qt.
MRS. VAN KONYENBURG		15.00	10.00	7.00	4.00	2.00		2.00
OUR SELECTION		12.00	8.00	6.00	4.00	2.00		1.00
PAUL PFITZER		20.00	12.00	8.00	4.00	3.00		1.50
PELEGRINA		38.00	30.00	25.00	15.00	10.00		—
PFITZER'S TRIUMPH		15.00	10.00	8.00	4.00	2.00		2.00
PICARDY		12.00	8.00	6.00	4.00	2.00		1.00
RED LORY		40.00	32.00	24.00	18.00	16.00		9.00
RED PHIPPS		—	20.00	12.00	9.00	7.00		—
SCHUBERT		20.00	15.00	10.00	6.00	4.00		3.00
SCHWABEN GIRL		20.00	15.00	10.00	6.00	4.00		—
TOBERSUN		18.00	12.00	8.00	6.00	4.00		3.00
TREVONIAN		40.00	30.00	25.00	15.00	10.00		5.00
VEILCHENBLAU		15.00	12.00	8.00	6.00	4.00		2.00
WASAGA		—	—	18.00	16.00	12.00		—
YVONNE		15.00	12.00	8.00	4.00	2.00		1.50
ZILLAH		30.00	24.00	18.00	12.00	8.00		8.00
EXHIBITION MIXTURE		15.00	12.00	10.00	6.00	4.00		2.00
GOOD MIXTURE		10.00	8.00	6.00	4.00	2.00		1.00

CUT FLOWER GROWERS

Choice named varieties, separate lots of which have become a little mixed and which we must offer some lower than list. If interested, write for prices, etc.

Prices f. o. b. Hamburg, N. Y.	Per 1000
Minuet, size No. 1.....	\$20.00
Picardy, size No. 1.....	15.00

SPECIAL QUOTATIONS—READ

When asking for special quotations, please keep in mind the following facts: Do not ask us to quote on small orders. Most of our bulb cleaning is hand work which requires the individual handling of nearly all bulbs. This is the only method that will give you bulbs that have had careful hand inspection to detect any signs of dry rot or other fungus disease. The growers who are using machines to clean bulbs can greatly reduce the cost of labor, and so sell you the bulbs cheaper than where bulbs are hand inspected. However, you must do most of the gambling with the all too frequent chances of introducing dry rot into your soil. Read our article under "Fumigants and Dips." We feel that it will be much more desirable for us to grow less bulbs and grow them right, than to try to grow the largest acreages and try to undersell all others to dispose of the surplus stock. For reasons stated, we will give fair and reasonable price quotations to all who ask for them, in such quantities as will make special quotations practical. We will not try to meet the lowest prices in all sections of the country

RAT SCENT: An entire whole grain, scented and poisoned, kills rats, mice, moles, quickly; harmless to poultry, safe and efficient, no mixing, easy and clean to handle. 35c and 50c boxes, prepaid, when packed with bulb orders. When mailed separately, 10c per box extra.

HAND SPADING FORKS: Small hand forks, having three tines, about the length of a trowel. Very useful when lifting bulblet stock; 50c each when shipped with bulbs, if mailed separately, 10c extra.

METAL LABELS. Sheet copper or aluminum, copper wired, for All-year use in garden. Prepaid \$9.00 per 1000; or \$1.00 for 100.

WOODEN TREE LABELS: Painted and copper wired; write on painted side, good for one season; prepaid \$3.50 per 1000; 50c per 100.

IRON STAKES: No. 7 wire, galvanized, looped at one end for label, pointed at other, entire length two feet. Price, \$2.00 per 100; \$15.00 per 1000; not prepaid. Sent express or freight.

OUR FIFTY CENT SPECIALS (50)

Last year these offers proved very popular. We again repeat this year, but we will confine the selection to the varieties we list in the 101 special lots. We will give big value, but the minimum amount sold of any size or any variety will be 50c but as much more of any variety as you care for. We will use assorted sizes to give you a long flowering season. You may suggest sizes you prefer, but we can not guarantee that we can

supply all sizes as we may be sold short on some sizes, but we will give good value in these 50c assortments. We shall be very short of No. 1 size so these will run from size No. 2 to size No. 6. Order as many 50c lots as you wish. Any five (5) for \$2.25; any ten (10) for \$4.00; any fifteen (15) for \$5.75. No discounts apply.

SPECIAL COLOR MIXTURE. One large bulb each of 50 varieties, \$2.50 prepaid. Same offer, in medium size bulbs \$2.00 prepaid. Same offer, except two each, in medium size, \$3.25 prepaid.

FALL DIGGING TIME PRICES

A CO-OPERATIVE PLAN

Fall Buyers Read This.



We have issued a **limited** fall list for many years; we would like to issue a larger list at that time, but early in the fall, often September or early October, when most of such copy goes to press, we must **guess** at prices as general average price quotations and crop inventories are never very complete until quite late in the season.

We, like other growers, have made fall offers, and offered Special Discounts if the order was received and paid before January 1. These offers are satisfactory to persons who like to purchase in the early fall. Personally, I do not think you save very much by extra early buying. It seems to me that in many instances more attractive offers are made later in the season. However, it is the privilege of every person to purchase as they believe will give them the best general results. There may be other considerations beside prices alone. For a long time I have had a "hunch" that if I could induce our **FALL BUYERS TO CO-OPERATE WITH ME**, then I would give them even more attractive Fall offers than we have made in the past. We have found that even the modest folders we issue in the fall, when you figure all costs including postage, etc., and the percent of actual orders resulting, will add greatly to our costs. Why not use this 1937 catalog for next Fall? Here is my plan in detail:

SAVE THIS 1937 CATALOG FOR A 1937 FALL DIGGING TIME LIST. Order any items listed as you do now, and mail your order any time before January 1, 1938. **DO NOT SEND ANY MONEY.** We will re-check your order and, depending on the value of order and items ordered, we will allow A FALL "COUPON" VALUE, good for its face value if and when used in paying for this order at any time before January 1, 1938. We will send you this COUPON and you can **endorse** it as you would a check, then send this **coupon back** to us with the required amount of cash at any time before January 1, 1938. It will be up to us to make good because if our **coupon allowance** is not equal to the fall offers of other reliable growers, you have a right to cancel this order, and return our coupon as of no value to you. You place yourselves under no obligations; the responsibility rests entirely with us.

INFLUENCE OF HEAT WHEN APPLIED TO DORMANT BULBS.

A few years ago when hot water was advocated as one method of thrip control, experimental work was conducted by the N. Y. State Bureau of Entomology, as to the action of heat on plant growth. They found that bulbs immersed for comparatively short periods of time in hot water, somewhat above 120 degrees F., showed such unsatisfactory growth, as a direct result of the hot water application, that the Bureau grew plants as an illustration of what happens when subjected even to this moderate heat. It is understood that different type of heat have different penetrating qualities, but it seems logical that many packages of bulbs are often made unfit for planting while in transportation, as it would not require a very long period of time if such packages of bulbs came in direct contact with intensely hot steam radiators or pipes. When you harvest bulbs in the fall, if you haul them from the field in large bags, as many large operators do, be sure never to permit such fresh dug, (green bulbs) to lay any length of time in a pile. If you can not empty bags at once, at least keep each bag so the air can contact all sides until you put the bulbs in trays or containers.

INFLUENCE OF HEAT ON DORMANCY OF STORED BULBS

Cold storage rooms that average below 45 degrees F. and somewhat above freezing, have been found to give ideal thrip control, and such storage alone, when kept cold enough for approximately three months or more, has been found to eliminate all stages of thrip infestation, even when such bulbs have been known to be infested, when first put in such storage. However, bulbs kept so cold, right up to planting time, will be very dormant, and it will require more time to produce flowers under the same growing conditions as that resulting from bulbs stored at comparatively warm temperatures. It is therefore advisable to place such bulbs in rooms where you can maintain 75 degrees F. or higher for about two months before planting. This is important as many of our dips and fumigants tend to cause a somewhat delayed blooming time. In northern sections with cold late springs, you need all the activity possible when you plant your bulbs.

GLADIOLUS SOCIETIES

FREE BULBS—READ BELOW

GLADIOLUS CULTURE FOR THE BEGINNER

It was my intention to write several pages along this line as I have in past years, and as many other Growers do, but even the most complete of such instructions does not compare with the same information you can secure from the Year Book of the New England Gladiolus Society under title of "THE GLADIOLUS". If you only spend \$1.00 each year for Glad bulbs, you should own a copy of this book, and it will only cost your \$1.00 to own this wonderful text book with all the latest facts about Glads. The society membership is \$1.00 per year, but if you do not wish to become a regular member, which is \$1.00 per year and the Year Book free, you can purchase a copy of the book without membership for \$1.00. This fine, cloth bound book is printed on fine book paper; the 1936 copy has something like 70 illustrations consisting of nearly 200 pages. There were more than 75 articles, mostly by different experts, along all lines. There were some 8 pages alone on planting, culture and fertilizer. Diseases and Insect Pests—14 pages; Digging, Storing, Etc., about 3 more pages. You begin to get some conception of what you get in this book which is entirely re-written each year with new material as a special inducement to you to at least own one copy of this great book of Gladiolus instruction.

We offer you, for each and every NEW—not renewal, subscription, \$1.00 worth of medium size LIGHTS OF GOLD bulbs. Do not ask us to change this offer to some other variety as we have no right to favor any one individual more than another, and for this reason will not in any case change our offer. If you send us one new membership with \$1.00 attached, you become a member for the year 1937 and get the new Year Book free, together with \$1.00 worth of Lights of Gold bulbs free. If you send us more than one membership, you will receive \$1.00 worth of Lights of Gold bulbs free for each membership sent us. A one year's membership does not obligate you to continue as a member, unless you so desire. If you do not wish any of the bulbs offered, we can omit the bulbs and just forward your application and money.

THE EMPIRE STATE GLADIOLUS SOCIETY issues a very instructive monthly bulletin, edited by Professor Alfred M. S. Pridham of Cornell College. We have held outstanding exhibitions at Ithaca and other important locations in New York State. Membership is \$1.00 per year which includes the monthly Bulletin free, and all privileges of membership. We will give you \$1.00 worth of medium size LIGHTS OF GOLD bulbs for each and every NEW—not renewal, membership you send us, but we can not change this offer to any other variety.

JOIN the Empire State Gladiolus Society and bring your best blooms to our annual exhibition. You have an equal chance to win valuable prizes, cups, etc., and our fine monthly Bulletin will give you all dates and details from month to month. The cost is only \$1.00. Be sure to enter your outstanding new seedlings. You may have something that will prove of great merit.

Mr. A. J. Amsler, Vice President of the Iowa Gladiolus Society, 4052 Madison Street, Sioux City, Iowa, has requested that we call the attention of our readers and customers to the fine material they published in their monthly Bulletin, which is free with \$1.00 for a year's membership, and in addition we offer you for each new membership, \$1.00 worth of medium size LIGHTS OF GOLD bulbs.

ANNOUNCEMENT BY N. E. G. S.

The following classes of membership have been established for 1937.

Annual Membership, \$1.00, which includes a copy of the regular cloth bound edition of "The Gladiolus."

Participating Membership, \$2.00 per year, which includes a specially bound copy of "The Gladiolus," and the quarterly bulletins to be published by the society.

Sustaining Membership, \$5.00, which includes a copy of the regular edition, and one copy of the specially bound edition, as well as the quarterly bulletins.

Life Membership, \$25.00, which includes a specially bound copy of "The Gladiolus," and all publications of the society during the life of the member.

The New England Gladiolus Society has established a Reserve Fund for the accumulation of donations and bequests, both large and small, either with or without restrictions; the interest only to be used in case of necessity for the maintaining of the high quality of the Society's publications. Major George M. Churcher of England was the first contributor. Address of the Secretary is Mr. Albin K. Parker, Norwood, Mass.

Fill in This Blank With the Name of the Society You Wish to Join.

\$ Date

For One Year's Membership to the

Name

St. and No. P. O.

Occupation Professional

Amateur

Credit: F. C. Hornberger.

RESULTS OF HARD FREEZING OF GLADIOLUS FOLIAGE

By F. C. H.

In northern sections, low temperatures and very cold nights are often experienced in October, and in the higher altitudes often early in September. In such locations with a comparatively short season, and the threat of heavy freezes early in the fall, my notes and observations as to how various varieties react to the action of frost, should be of great value. The following data was made late in the fall after several hard freezes, so hard that the earth froze to an inch or more. I give you the names of the following Glads, and the results of frost action in relation to them.

Blue Danube, Joerg's White, Dr. Bennett, Wasaga, Red Phipps, Laidley, Zillah, Mrs. Leo Miller, Our Selection, Jubilee, Pelegrina, Ramasses and Purple Glory were completely frozen, leaves and stems.

Bill Sowden, Mrs. R. Chase, Betty Nuthall, Mildred Louise, Picardy, Loyalty, Schwaben Girl were also frozen hard, but parts of the stems remained unfrozen.

Marmora, Bagdad, Canberra, Schubert, Minuet, Dr. Moody, Early Dawn, Tobersun, Pfitzer's Triumph, Debonair and Allenwood were partly frozen; that means that the stems were all right, but a part of the leaves were more or less frozen.

Trevonian, Com. Koehl, Red Lory, Lights of Gold, Gertrude Pfitzer: mainly the tips of the leaves frozen, balance of the plants all right.

Aflame, Mrs. Hornberger, Miss New York, M. M. Sulley, Bleeding Heart, Veilchenblau, Wurtembergia; practically all unfrozen. It seems that Aflame, with its massive,

heavy foliage, had the greatest resistance to freezing, as it seemed practically unfrozen. That held good for Alight and Embers also, both sports of Aflame.

Any person who digs late in the season can observe these or similar results.

EXCEPTIONAL KEEPERS

Here are some varieties that florists report as outstanding as keepers when used as cut flowers: Mrs. F. C. Hornberger, Minuet, Lights of Gold and Dr. F. E. Bennett. Florists who have a large outlet for "**Floral Design**" work should try Minuet, Mrs. F. C. Hornberger, and Lights of Gold for this type of work and compare them for this purpose AS KEEPERS with most any other popular commercials; in particular with Picardy, Wasaga, and others of softer texture.

This is **no reflection** on Picardy, which is and will continue to be in great demand by florists, because it has so many good traits **all combined in one variety**. However, while very fine, there are still some traits or characteristics where other varieties are superior. For example, a **freeze** that will freeze the plant and foliage of Picardy, will leave Aflame unharmed. Picardy, while one of the fastest propagators known, and which produces some of the finest and largest bulbs, fairly resistant, still, no matter how fine your storage, you will find some decayed bulbs. This condition is **not disease**, but as with apples and potatoes, there are some that will decay from a cut or bruise more quickly than other varieties. Picardy is one of the finest as a cut flower; however, in extremes of heat it will not perform like the varieties we mention as the best keepers.

DO NOT OVER-IRRIGATE

Experimental work has proven that even when using fast draining soils, over irrigation is detrimental. In fact, often where there is a distinct shortage of water to an extent to **mildly** approach drought conditions, results will be **superior** to over irrigated fields.

Water is applied to so many type soils all having different sub-soil conditions which regulate drainage, that no grower can tell you **how much** to water or irrigate. Garden peas, growing on well drained lands, often yellow and become worthless in long continued "wet spells." This indicates that you must study your own soils, and must use your own judgment as to how much water to apply. Quick draining sand or gravel will require more water than more heavy type soils. On the other hand, two fields of sandy land, practically the same on the surface, may have sub-soil conditions so vastly different as to require different quantities of water to secure equal results.

SOIL WARMTH is important. A large number of plants and seeds require warm soil conditions for best development; shallow, frequent waterings tend to reduce the soil warmth or temperature. The best plan of watering is to use it only when there is a distinct shortage of natural rainfall, and then when you do water, apply enough water to every square foot watered, that it will reach below the roots of whatever kind of plant you are watering. For example, if your bulbs are planted four inches deep, and you irrigate them and just **guess** at results, you may find, upon investigation, that your water did not penetrate on the average more than three to three and one-half inches deep. For reasons stated, be sure to study this problem from every possible angle.

Remember also, that moisture requirements are largely determined by **evaporation**. Your same garden will need more water in July and August than is required in April or September. This estimate is for the northeastern states. Each great division or subdivision of the United States has its particular soil and climatic influence on whatever vegetation grows in these particular belts.

DO YOU WISH US TO SUBSTITUTE—SIZE or VARIETY. Be sure to make this notation on the order. Space is provided on the blank.

BE ON GUARD

Due to the indiscriminate mixing of **stocks** from every section of the United States, the hazard of receiving **fungus rot** is greatly increased, and regardless of any state inspection, and by this I mean the average so-called **blanket inspection**. The **blanket inspection** is indicated by the **printed statement** on a tag or label with a certificate number telling you the stock was inspected under state supervision. This means little more than the fact that the grower using this **blanket inspection slip** is merely privileged to ship interstate. If you have been depending on these printed statements, it is time you ignored them and depend on **your own inspection** of every lot of bulbs you receive, and be sure to inspect your bulblets as thoroughly as you do your bulbs.

Cloth House



CLOTH HOUSE: Used for growing gladiolus bulbs and bulblets. While these houses seem very transparent the atmospheric conditions are greatly changed inside the house. Last October when the ground outside had frozen approximately one inch thick, the soil inside the house remained unfrozen.

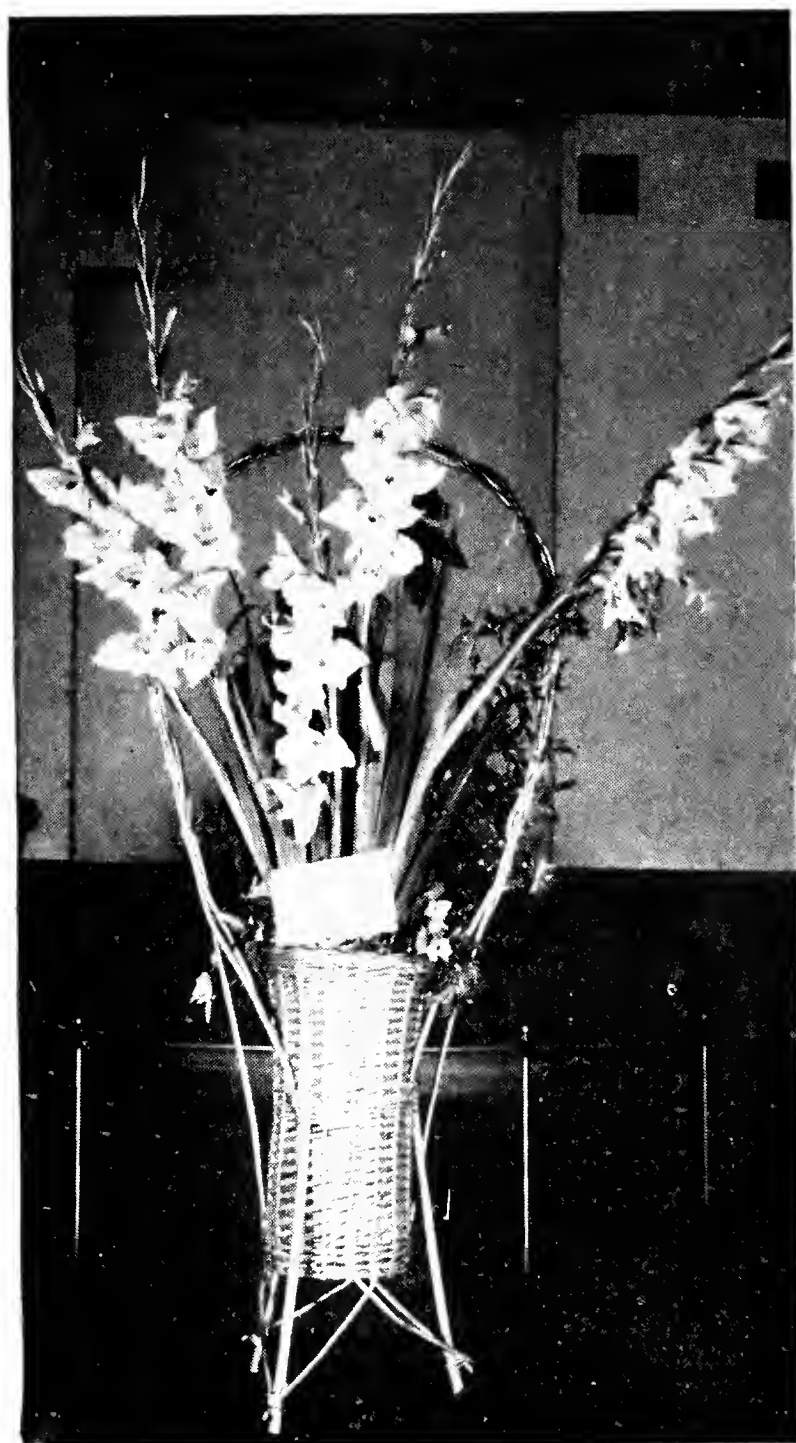
Coryphee PRODUCES THE FIGURE "8"



The picture at the left is a natural formation discovered in our fields three years ago, and photographed for us. The stem of a Coryphee spike has formed a perfect "8"

Coryphee is a lovely shade of pink, but has a tendency to produce bent or crooked stemmed spikes. While these are not adapted to bunching or shipping, however, if you make up artistic floral baskets, we suggest you try some of these bent spikes for real artistic effects.

Large Basket of Aflame



Tallest Spikes in New York City Show

Consisting of five long spikes. If I remember correctly, these spikes were something like six feet tall, and won first prize as the tallest spikes in this New York City show. Both Albright and Embers are "color sports" or, mutants from Aflame and are likely to produce similar results. The difference in these varieties is mainly a difference in color.

Comprehensive Reference Books

THE STANDARD CYCLOPEDIA OF HORTICULTURE, edited by L. H. Bailey. This is the one universal and invaluable authority on every horticultural question. Makes a compact but thorough presentation of the kinds, characteristics, and methods of cultivation of the plants grown in the United States and Canada for ornament, for fancy, for fruit, and for vegetables. A new three-volume edition identical in contents and illustrations with previous edition which sells for \$25.00. Twenty-four color plates; 96 full-page half-tone illustrations; 4,000 illustrations throughout the text; 3,637 pages; durable, dark-green buckram.

For three volume edition \$15.00

A SIMPLE GUIDE TO ROCK GARDENING

By SIR JAMES L. COTTER

This extremely popular book tells briefly how to build rock, wall, and bog gardens, how to plant what to plant, and how to care for and cultivate the plants. Written for English conditions but equally valuable in America, as thousands of purchasers will tell you.

Thirteen Illustrations; 126 pages; 5 by 7 inches.... \$1.25

THE HERB GARDEN

By FRANCES BARDSWELL

Every detail of herb gardening is covered in these pages; making of the garden; annual, biennial and perennial pot-herbs; aromatic herbs; the mints; bitter herbs; bulbous plants; gathering, drying and storing; color in the herb garden.

Sixteen Color Illustrations; 189 pages; 5¾ by 9¼ inches.....\$3.00

HOW PLANTS GET THEIR NAMES

By L. H. BAILEY

Every gardener at some time finds himself doubtful about his command of botanical language. The recurring question of vernacular versus botanical names, the problem of binomials, and an explanation of the rules and reason of plant nomenclature, are all compactly set down here. This book offers a list of generic and one of specific names, which together total 4,500 Latin names, together with pronouncing key and definitions.

Illustrated with old engravings; 209 pages; 5½ by 8 inches...\$2.25

INFORMAL GARDENS

By H. STUART ORTLOFF

Too often, American gardeners strive for a dead flat surface secured at great expense to the exclusion of a more charming solution of the landscape problem. The informal treatment is frequently more beautiful, less difficult, and better suited to American homes. This book assists the gardener with suggestions for appropriate plants, colors, features, furniture, in short, all the requisites of the livable and beautiful informal garden.

Seventeen Illustrations; 104 pages; 5½ by 8 inches.....\$1.60

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We can supply the following to all who are interested:

A 24-page catalog of garden books.

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Famous Hudson Bay "Point" Blankets, for camping and home use. Color folder free.

SPECIAL LISTS of surplus stock of bulbs and other items. These are issued from time to time, and will be mailed as issued.

THE ZINNIA AND ITS USES: A 20-page booklet, size 6 by 9 inches, devoted entirely to the Zinnia. Twenty illustrations showing all the many kinds and varieties, their adaptability and many uses, together with instructions for culture and care. Price 10c each, postpaid.

RUTGER'S TOMATO: Scientific breeding gives New Jersey this new tomato. We have a limited amount of pure certified seed, originator's stock. Generous packages, 10c each. Trade package, 50c.

THE GLAD GROWER: Published by Clark W. Brown and H. J. Nitchman at Arlington, Ohio. Subscription price, \$1.00 per year.

Irrigate Sub-soil Method

The Manufacturers state that by the use of this patented Sub-Irrigator 15 gallons of water can be placed at the roots, where the water belongs, more easily than the application of 1,000 gallons on the surface of the soil.

We can supply a special folder if desired.

PREPAID PRICE—In the U. S. A. \$2.75 each.

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